TRADE AND INDUSTRY

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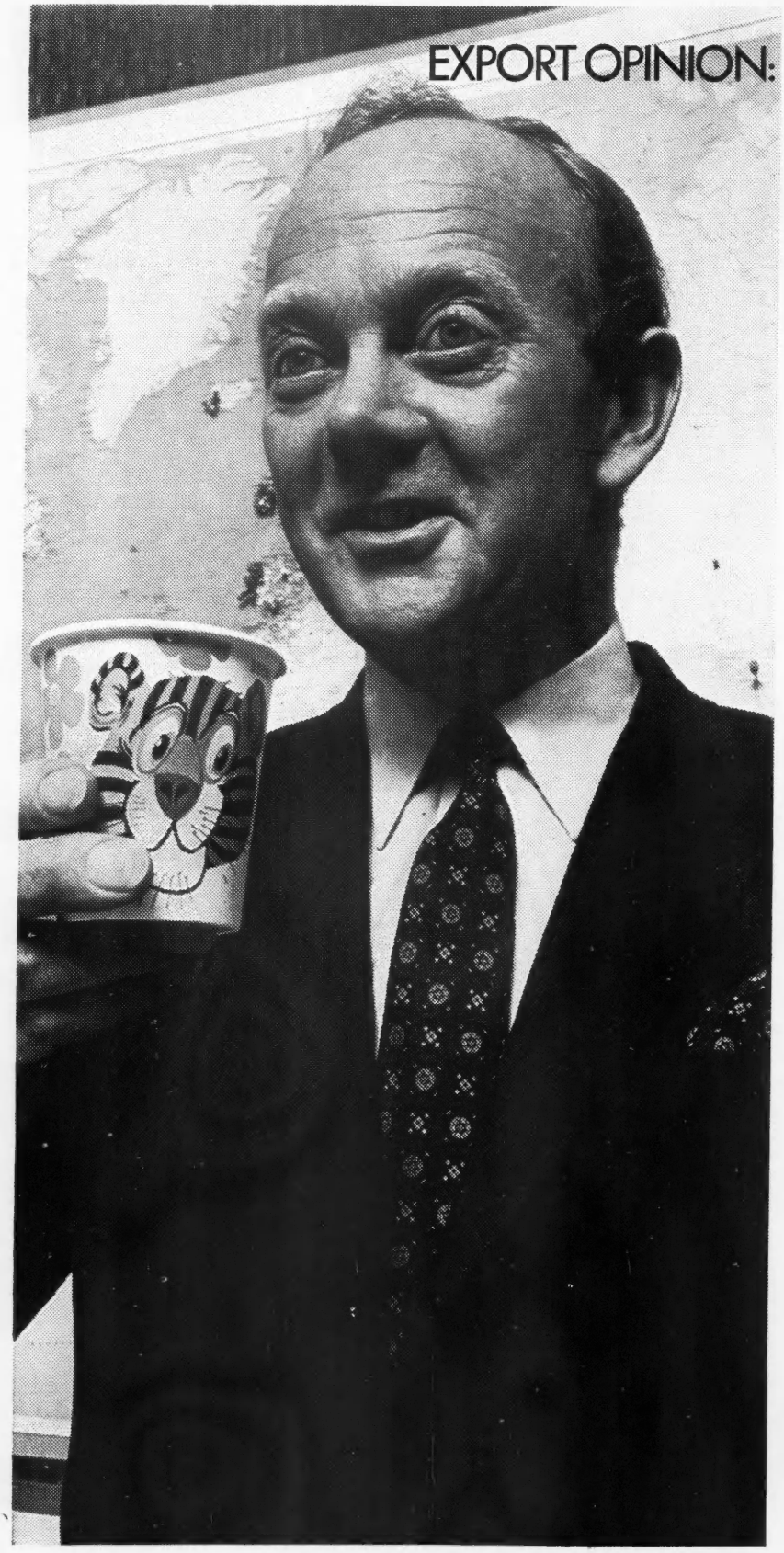
Trade promotion and the Diplomatic Service

The key to Brazil's imports is direct investment

Metrication projects overseas

'Consumer credit law reform urgent'

Direct exporters and export credit terms



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BRITISH OVERSEAS TRADE BOARD

246 **The trade promotion role of the Diplomatic Service**

248 **Key to larger share of Brazil's imports lies in local investment**

250 **The progress of metrication overseas**

EXHIBITIONS AND FAIRS

252 Scientific instrument manufacturers exhibit

252 Brno Consumer Goods Fair

252 UK trade fair changes

252 MISSIONS AND TOURS

253 EXPORT BUSINESS

TRADE INFORMATION

256 Withdrawal of application for anti-dumping action: imports of high density polyethylene

256 Applications for temporary exemption from import duty

256 Disclosure of information about imports

257 Import Duties (Temporary Exemptions) Orders 9, 10 and 11

257 UK fishing vessels for Peru: £5.5 million contract

257 Tunisia: bilateral trade agreements: German Democratic Republic, Romania, Yugoslavia, USSR

257 Industrial Property Convention

257 Copyright Conventions

257 Hints to business men booklets

TARIFF and TRADE NOTICES

260 **Argentina:** Rates of exchange. Currency of payment

260 **Bahamas:** Increase in emergency tax and tariff duties

258 **Belgium:** Textile marking

260 **Chile:** Exchange rates. Import regulations—interest charges

258 **France:** Labelling of detergents. Potassium fertilisers. Imports of early potatoes—minimum price procedure

259 **Israel:** Tariff amendments

260 **Japan:** Gold manufactured items—import liberalisation

259 **Jordan:** Transit trade through Syria

259 **Lebanon:** Bituminous asphalt—import liberalisation

259 **New Zealand:** Customs tariff changes—tubular rivets

258 **Spain:** Customs tariff modifications—petrochemical products

259 **Thailand:** Aliens Occupational Law

260 **United States:** Baby cribs—banned hazardous substance. Mattresses—flammability standards

260 **Uruguay:** State oil and alcohol monopoly imports. Special concessions for 1973 Official valuation fixed for ramie

259 **Yugoslavia:** Import control—motor tyres. Foreign exchange market

EUROPEAN COMMUNITIES

262 **New EC legislation:** Common agricultural policy. Imports from non-member countries. Customs regulations. Fuel and energy policy. Company law

263 **Nuclear energy in Europe—'a clear case for collective action'**—Mr. Peter Emery

HOME FEATURES AND NEWS

264 **Consumer credit law reform urgent**—Lord Limerick

265 'Consumer protection within thriving competitive economy'—Mr. Peter Emery

266 Prevention of Fraud (Investments) Act 1958

266 Authorised Unit Trust Schemes

266 Air Travel Organisers' Licences

266 Clearance of merger proposals by the DTI

267 New Chairman for IDA Board

267 'Miranda' returns from Iceland

267 Less Coastguard rescue operations

267 The City's future

268 **PARLIAMENT**

270 **GOVERNMENT SALES**

STATISTICS

271 **The economy: selected indicators**

272 **Direct exporters and the credit terms of exports**

274 Registration of British, Community and foreign films

275 **Retail sales in March**

276 **Hire purchase and other instalment credit business in March**

277 Textiles: Orders and deliveries

277 Hosiery and other knitted goods: index of production

278 Output in the wool textile industry

278 Northern Ireland index of production

278 United Kingdom official reserves in April

279 **Index to statistics**

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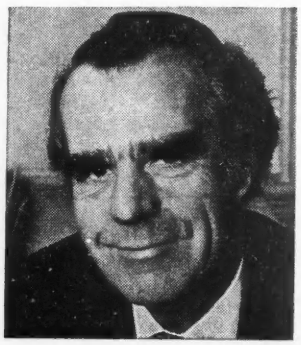
The trade promotion role of the Diplomatic Service

by J. O. Wright, CMG, member, British Overseas Trade Board and Deputy Under-Secretary, Foreign and Commonwealth Office



THE RELATIONSHIP between diplomacy and commerce has always been close, and never closer than today. Throughout British history the expansion and protection of overseas trade has been a primary task of foreign policy and diplomacy, and British embassies and consulates have been ready with assistance and advice for travelling businessmen. The commission which members of the Diplomatic Service receive from HM The Queen on appointment to a new consular post in fact enjoins them 'by all lawful means to aid and protect our merchants . . . who may trade with, or visit, or reside within' the territory concerned.

Since these Commissions were first issued the calls on British missions overseas for assistance from both firms in this country and visitors abroad have increased greatly and the problems have become more complex and demanding. But the basic function of the mission, whether an embassy in a foreign country or a High Commission in a Commonwealth country, remains essentially the same—the protection and promotion of British interests, including financial and commercial interests. This commercial role of British missions overseas was given further recognition in 1968 in a memorandum submitted to the Estimates Committee by the Diplomatic Service Administration Office which stated: 'It is accepted policy that, as the report of the Plowden Committee on Britain's representational services overseas said "Commercial work should be a first charge on the resources of the Diplomatic Service" '.

In 1972 over 30,000 British businessmen called on Diplomatic Service missions overseas for information and advice about market conditions etc. In the Federal Republic of Germany alone our commercial staff dealt with over 2,000 local commercial visitors and paid nearly 5,000 visits to firms in the territory. They and their colleagues throughout the world relayed to the Export Intelligence Service of the Department of Trade and Industry, working under the supervision of the BOTB, well over 50,000 items for dissemination to industry. These figures give some indication of the part played by our Diplomatic Service overseas in support of British business and of their ever-increasing involvement in the commercial life of the countries in which they are situated.

In performing its commercial role the Diplomatic Service works in very close collaboration with the BOTB and the Department of Trade and Industry and is in effect the 'overseas arm' of the Government's export-promotion services. About one third of the Diplomatic Service establishment and resources is devoted to trade promotion, economic analysis and trade policy work. About 2,000 officers (UK-based and locally appointed) are engaged full-time on commercial work in over 200 posts and 100 countries. One of our preoccupations is to ensure the most effective deployment of these resources. At present about 40 per cent is concentrated in western Europe and North America, where British industry places the greatest demand on our services. But the needs of markets in other parts of the world are not neglected.

Our commercial officers are not salesmen. Their principle function is to advise businessmen on the country in which they work. The commercial officer is there to fill a gap in the exporter's own experience or knowledge of the market as a whole, of the people in it, how it works and how it may be influenced by the general political and economic background of the country. Although the aims in all markets are the same, the scale and pattern of the official commercial activity naturally varies according to the particular conditions of the market concerned. Let me illustrate the range of the work by describing the position in three different markets—a highly developed market economy, a state-controlled economy and a developing country.

Developed industrial markets

In the Federal German Republic, a developed industrial market, our commercial staff report that Germany in effect consists of four or five separate markets, differing to a surprising extent in taste and business methods. This diversity is one of the most important factors in deciding the shape of the Diplomatic Service commercial operation there, making it necessary for the official British export-promotion effort to be equally decentralised. There are eight commercial posts of more or less equal size, one in each of the main Länder and one in Berlin, the work being co-ordinated from the Embassy in Bonn.

Another special feature reflected in the pattern of our commercial work there is the trade fair. A glance at any international trade-fair programme shows how many of the most important of them are held in Germany. There are enormous fair complexes in Cologne, Dusseldorf, Hanover and Frankfurt as well as smaller ones in several other centres. The number of British exhibitors taking part in the international trade fairs in Germany is steadily increasing, as much in an effort to make contact with their business connections from other parts of the

This article is one of a major series describing the work of the British Overseas Trade Board and of its 'chosen instruments'—the organisations which advise the Board on policy in some of the main trading areas of the world.

world and to see what the world has to offer, as to do business in Germany itself. Looking after the interests of exhibitors both before and during the fair takes up a great deal of the energies of our commercial officers in Germany. It is rewarding and stimulating work.

The affluence of the German market and the range of the manufactures themselves produce difficulties which our commercial staff there have to identify and help British manufacturers overcome. These factors inevitably make the German a demanding customer, who expects everything to be explained to him in his own language and in price terms which are immediately clear to him. His own manufacturers can supply most of his needs, and there is often no need for him to consider supplies from abroad. But the message from our posts to British businessmen is that, though often conservative, the German customer is not chauvinistic about his buying and, if the British offer is properly presented, and succeeds in convincing him that it has something which the local article has not, he will not hesitate to buy it.

The truth of this is demonstrated by the facts. In 1967 our exports to the FGR were £276.7 million; in 1972 they were £570 million, an increase of 114 per cent in six years. This is good; but we can still do better. Even at £570 million we only have 3.7 per cent of the market: the scope for increase is tremendous. But the German customer will not put up with unreliability. Failure to meet specifications or delivery dates can involve costly changes in plan. Our posts in Germany therefore stress the great importance of British firms making the right impression: they can advise on the importance of such things as initial literature in German, measurements, standards and prices in German terms (*ie* metric, DIN, CIF, DM), and of ensuring reliable deliveries. Encouragingly they report that British entry into Europe has caught the imagination of the Germans, and since the beginning of the year there have been many indications that German buyers are taking a new and genuine interest in what Britain has to offer.

State-controlled economies

In the state-controlled economies of Eastern Europe, our commercial staff operate against a totally different background. Moreover there are considerable variations from country to country, depending on the form of control exercised by the central government authorities over foreign trade. In some, a considerable measure of authority over purchasing decisions has been devolved on subordinate enterprises. Take Poland as an example. Trade is still conducted within the framework of long-term and annual economic plans; and the central authorities exercise close scrutiny over their bilateral trade balances with individual foreign countries. All commercial negotiations are handled by state-run foreign trade enterprises, responsible for particular sectors of trade. However, these enterprises have now been linked much more closely with the industries which they serve; and the decision-making process has become more complex. A major purchasing decision may involve one or more ministries, an industrial association or combine, a planning and design office, and a scientific or research institute, as well as a foreign trade enterprise. The climate in which the decision is taken may be influenced by the state of trading relations with different foreign countries.

The role of the commercial department has a number of unusual features deriving from these structural factors. It seeks to make available to interested British firms, through the DTI, as much information as possible about:

(a) published plans for the national economy, which indicate where commercial opportunities may lie particularly when there are changes in investment priorities;
(b) the responsibilities of the industrial associations, offices, institutes and enterprises which play a role in foreign trade;
(c) in specific instances, the names of the individuals handling particular contracts;
(d) developments in bilateral trading relationships which may influence the placing of business;
(e) the major contracts currently projected, under negotiation or just concluded; and
(f) the number and type of industrial co-operation agreements concluded by Poland with foreign firms.

The unfamiliar structure of trading organisations presents problems for firms which are entering the market for the first time or which wish to introduce new products. The commercial department can help to steer them in the right direction by suggesting whom they should meet. how they should advertise, where they should hold a symposium, how they should deal with problems connected with exhibiting at the major international fair at Poznan, and so on. A good part of the department's time is spent discussing such questions with individual business visitors in Warsaw.

The other main question which often arises concerns the requirements by Polish trading enterprises that contracts should provide for an element of 'co-operation', which may mean a commitment to purchase a specified quantity of Polish goods, or may involve proposals for long-term commercial and technological partnership. The commercial department has a considerable role to play in explaining Polish requirements, in helping firms to assess them and in reviewing their significance for the placing of contracts.

In some ways, the centralised control of trade simplifies the problems with which a foreign firm has to deal by imposing an element of uniformity on such matters as credit requirements, method of payment, forms of contract, etc. Many British firms are familiar with Polish procedures in these matters. However, there are special aspects of trade in a centrally controlled economy—the changing organisational structure, the limitations on marketing activities, the direct influence of governmental policy on commercial decisions—which mean that the advice of the commercial department can continue to be of help to the experienced exporter as well as to the newcomer.

Developing countries

A market in a developing country will present yet different problems. For example, in Indonesia, our commercial staff report a market of great potential which is attracting ever-increasing attention from foreign businessmen. The population is the fifth largest in the world, with 120 million people on over 3,000 islands scattered over an area roughly the size of the area between Lisbon and the Caspian Sea and between Bergen and Rome.

Confrontation, which ended in 1967, caused a break in contact between British business and Indonesia, but the number of British business visitors to the Embassy's commercial department is now increasing at a rate of about 30 per cent a year and was just short of 600 last year. Written inquiries are increasing at about the same rate. One feature common to most inquiries is lack of experience, or at least of recent experience, of Indonesia.

Inexperience may be inevitable, but it is a drawback because the rewards are in any case not easy to achieve. The commercial department reports that competition is intense and the ways of doing business, even where the World Bank and Asian Development Bank's extensive aid programmes are involved, are often strange to Europeans, including those with experience in nearby Singapore and Malaysia. It is little use treating Indonesia as an off-shoot of an existing trading

(continued on next page)

operation which a British firm may have in the Far East. The trader must seek out a local agent and the investor a local partner, for neither are likely to be able to go it alone successfully. But the local entrepreneurial class is small and inexperienced. Many of the good local firms are overcommitted. Foreign businessmen may find that the best way of doing business is to form an association with local firms. These will often need substantial financial and managerial support if they are to stand up to competition. In this connection the role of the Embassy's commercial department can be particularly important.

It is difficult in Indonesia for an individual firm to gather the information normally considered essential for decisions which may involve substantial expenditure. The Indonesians are constantly striving to improve their administrative machine, but there is at present a shortage of clear-cut regulations and accurate statistical data and even of comprehensive business directories. Straightforward commercial information about local firms is often not readily available. Very little is quantifiable. Even the tax position or the level of imports or local production of a particular commodity may be uncertain. It is not always easy to get clarification from government departments because the senior people are extremely busy. So a degree of intuition is often necessary.

In this situation it is the function of the Embassy's commercial staff to know as much as possible about the various fields of economic activity in the country, to have useful contacts at their disposal and to aim to give balanced advice. The hard part of the operation rests with individual businessmen, but the Embassy believe they can provide a service and hope that this service has been a factor in the success of the growing number of British firms which have persevered and are now well placed to benefit from Indonesia's continued development. Again the figures speak for themselves: exports have gone up by 243 per cent in the last six years to a total in 1972 of £20 million. But the penetration of the market is only 4.3 per cent: there is scope for improved performance and profit here.

These are some of the ways by which, varying from market to market across the world, the Diplomatic Service's resources are used to aid, protect and promote British financial, economic and commercial interests. These resources are being directed increasingly to supporting selected markets and projects which offer the best prospects for increased earnings from the sale of British goods and services. The Diplomatic Service welcomes this selective approach adopted by the BOTB in its trade-promotion policy and looks forward to playing a full and active role in support of the BOTB's objectives in maximising overseas earnings for Britain through maximising profits for her businessmen.

Key to larger share of Brazil's imports lies in local investment

by Robert John, Consul-General, Rio de Janeiro, and Director of Trade Promotion, Brazil

ONE of the most remarkable world phenomena of recent years has been the emergence of Brazil as a stable and rapidly developing economic entity. After centuries of economic crises, the policies adopted by the revolutionary government in 1964 set the Brazilian economy on a new course. By 1968 the tide was beginning to turn, and at the end of 1972 the international reserves were in excess of US$4,000 million.

The economic transformation in Brazil in the last few years is still hardly noticed in British business circles. It is this transformation which has led the British Overseas Trade Board to declare Brazil a priority market in Latin America and to launch a major industrial exhibition in Sao Paulo in 1974. A few figures may help to illustrate Brazil's success:

GROSS DOMESTIC PRODUCT

1970 US $40,340 million	1973 US $54,525 million (estimate)	
Industrial output		
1970 US $9,662 million	1973 US $13,767 million (estimate)	
Industrial production		
	1963	1972
Vehicles industry (units)	174,000	600,000
Ships (tonnage of ships over 100 dwt)	40,500	201,000
Steel ingots (1,000 t)	2,800	6,500
Electric power		
Installed capacity 1,000 kW	6,350	14,119
Consumption (million kWh)	22,620	47,982

While these global figures are not large by comparison with Britain, the growth figures give an indication of the progress which has been made in the past decade. Brazil is advancing today as never before. Many Brazilians believe that by the 1980s their country will be one of the most important nations in the world. Brazilian exports have risen from US$1,654 million fob in 1967 to US$3,987 million fob in 1972 (28 per cent of these being manufactured goods). Imports have risen from US$1,667 million fob to US$4,220 million fob over the same period. The excessive dependence on individual crops such as coffee has been sharply reduced, in the case of coffee to around 25 per cent of total earnings. Other major items are iron ore, sugar, beef, cotton and soya beans. Industrialised products made up about 28 per cent of 1972 exports.

Foreign investment is rising and was estimated to account for 35 per cent of total investment in 1969. The Brazilian Government believe that the most convincing demonstration of the development of the economy lies in the improvement of educational opportunity for the people. More than 5 per cent of the GNP is being invested annually in the provision of schools and places of higher education. MOBRAL, the campaign against illiteracy, has the ambitious target of reducing the number of illiterates by 75 per cent by 1974, producing six million literates in four years, a programme hampered more through the rate of drop-out than from lack of resources.

Brazil's foreign-debt position has been a frequent source of anxiety to foreign businessmen and bankers in the past. It is clear that the present Government place great importance on maintaining a strong international credit position. The total external debt in 1971 was about US$5,500 million, less than

two years overseas earnings at current rates. The Central Bank's policy is to avoid hampering future development because of foreign exchange crises. Inflation, the historical malady of Brazil, has been brought dramatically under control and in 1972 amounted to about 15.7 per cent. The 'crawling peg' credit control and monetary correction have kept the cruzeiro reasonably stable by recent standards. Everything seems to point towards Brazil remaining a very interesting market for exporters and investors in the last decades of the century.

It is the very substantial increase in imports which is of particular interest to British businessmen. British participation in the Brazilian market has grown at a satisfactory rate, from £20 million in 1967 to £84 million in 1972. Moreover, Britain is the fourth largest overseas investor in Brazil, with holdings worth about £100 million. This holding is made up largely of re-invested earnings from historic investment; new investment remains low, though there are encouraging signs that this aspect, which our industrial competitors are developing hard, is now receiving more attention. Some £12 million was invested in Brazil by British industry in 1970, and about the same amount in 1971. And British enterprises in Brazil remitted about £7 million to the UK in 1971. Given the Brazilian policy of protecting national manufacturers and encouraging the development of a national industrial base, including substantial financial incentives, the key to a larger share in Brazil's overseas trade lies for many producers in a measure of local manufacture and investment. The latter can take the form of capital finance or of equipment. In addition to its intrinsic earning capacity, such investment can serve as a springboard for increasing direct exports from the UK into the Brazilian market.

The Brazilian Government's declared aim in the current National Development Plan is to keep Brazil among the 10 countries with the highest GNPs in the western world. In the industrial field the plan provides for the fulfilment between 1972 and 1977 of seven major investment programmes, each costing more than US$1,000 million. These are the iron and steel expansion programme; the petrochemical programme; the establishment of transportation corridors; the naval construction programme; the electric energy basic programme, including the first nuclear plant and the group of hydro-electric power plants of over 500,000 kW each; the communications programme, emphasising the one million-telephone plan, and the mining programme, covering a group of large projects for extraction and industrialisation. The ambitious indices which were established at the time of the drafting of the plan seem now to have been quite realistic. The Minister of Planning said recently that he believed that the major 1974 targets would be attained in 1973.

It thus appears that the old Brazil of inflation and escapist economic policies has vanished. In its place we see a modern developing industrial state. The British Overseas Trade Board's decision to hold a major British exhibition in Sao Paulo in August 1974 reflects their confidence in the growing strength of the large and expanding Brazilian market. Competition to trade with this market is today fierce. But there is a substantial and longstanding fund of goodwill towards Britain and her manufacturers in Brazil. The market awaits 'rediscovery' by British industry and commerce.

Much has been done by British exporters and investors in recent years, and orders now in the pipeline will give a welcome lift to our exports in the next few years. The most outstanding contracts have gone to Vosper Thorneycroft and Vickers for sales of naval vessels, but in the civil field the British Aircraft Corporation, Hawker Siddeley, Brefcon International, Stone-Platt Industries, the Guest Keen and Nettlefold Group, the Davy United Group and many others have scored notable successes.

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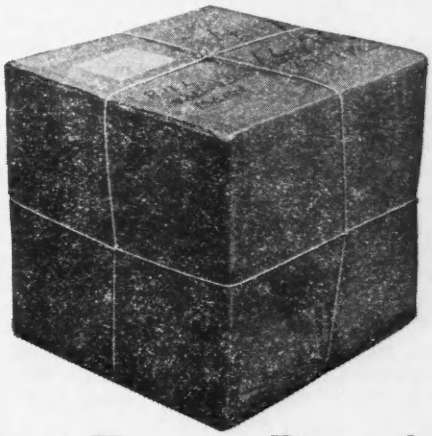

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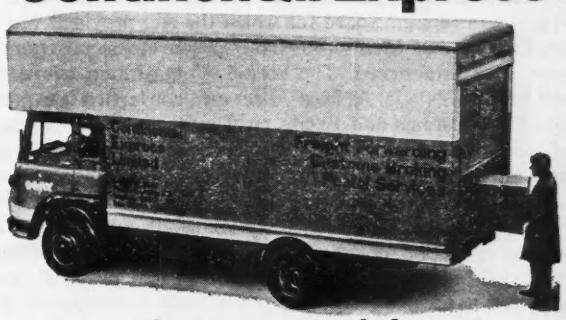

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The progress of metrication overseas

by Howard Whitaker, CMG, OBE, Secretary to the Metrication Board

In August last year I briefly reviewed the then state of progress towards metrication in each of the more important trading nations which are in the course of changing. There have since been some significant developments. In its fourth report, published on April 17, the Board comments as follows:

'Some of Britain's major overseas markets which embarked on the metric change later than we in Britain are now overtaking us. It is possible that important markets will have virtually completed the change by the end of 1973 and that there will have been changes in others which will be of great significance to our exporters.'

The following notes summarise the present position in the countries mentioned in the report, as indicated during the Commonwealth Conference on Metrication held in London from April 24-27. The conference communique was reported in *Trade and Industry* of May 3, Vol. 11, No. 5, page 220.

Australia

In January 1970 the then Prime Minister announced the Government's intention that Australia should undertake a voluntary change to metric to be completed within 10 years. A Metric Conversion Act was passed in June 1970 and a Metric Conversion Board for which the Act provided was set up. Progress has been rapid. Over 50 conversion programmes have been announced. The period of maximum conversion will be in 1973-1975. At least 70 per cent conversion is expected by 1976. Customs and Excise tariff rates and bulk purchases of wool, meat, grapes and grain are metric. Packaged goods marked only in metric units are relatively common. Fabrics will be retailed in metric from August 1973. Education in primary schools is now virtually wholly in metric units and will be in secondary schools by the end of this year. Freight rates will change to metric in July 1973 and postal rates are expected to change before the end of the year. Meteorological temperatures are given in degrees Celsius. Horseracing went wholly metric in August 1972. The Metric Conversion Board has distributed an illustrated booklet 'Metrication Conversion and You' to every home.

Canada

The decision to change was announced in January 1970. Timetables are being drawn up and a programme for public information 'to establish a climate of acceptance for metric conversion' is being prepared. While there is the need to take account of events in the United States preparatory work on Canada's metric change is being pushed forward actively by the Metric Commission. Some 200 national associations have been charged with programming responsibility for their sectors. The Commission will co-ordinate the timetables and programmes and make recommendations to the Federal Government on the target date for completion.

East African Community

All Government Departments and Community institutions are using metric and good progress has been made in consumer goods. Weighing machines have been converted and a wide range of prepacked items prescribed in metric quantities only.

Irish Republic

Paper and packaging are metric. So is milling. Flour is retailed by the kilogramme. Good progress has been made in construction, building materials, fuel, fertilisers, pharmaceuticals and adhesives. The Merchandise Marks (Pre-Packed Goods) Order 1973, due to come into force in October 1973, requires a wide range of goods to be marked with the contents and several of the more common items to be packed in specified quantities. The quantity will have to be shown in metric units and also in imperial units if not sold in prescribed metric quantities.

New Zealand

In 1970 the Government agreed a seven-year plan for change. It is being implemented by a Metric Advisory Board. Priority was given to education which is expected to be wholly metric by the end of 1973. Good progress has been made in building and construction, engineering and education. Milk, cream and flour are progressively being sold in metric quantities as imperial sizes are phased out. Meat markets will adopt metric units this year, and metric packs of food, including butter, are likely to appear in the shops very soon. Textiles and clothes will change in 1974. Conversion of road distance signs has begun, transport is changing to metric and a recommendation by a Select Committee of Parliament that metric road speed limits should be introduced by 1975 is under consideration by the Government. The substantial completion of the whole programme by 1976 is confidently expected.

Nigeria

The Government decided in 1971 to go metric. Dual marking of all equipment and consumer goods is now compulsory and must be in metric only from January 1, 1974. Metrication of Posts and Telecommunications and of road signs should be completed by January 1, 1974, fuel and power by December 1974, building and construction by January 1975, and transport and agriculture by December 1976.

Pakistan

The decision to convert was taken only in July 1972. Completion of preparatory work is expected by December 1973, the introduction of the metric system is planned for 1974 and the aim is to complete the conversion by 1978.

Singapore

The Singapore Metrication Board was set up in December

1970. The public authorities are giving the lead. Import and export documentation is metric as is the work of the Post Office and Port Authority. Petrol is sold by the litre. Speed limits and distance signs are being converted on all main roads. Metrication of the timber industry is expected to be complete by the end of 1973. The target is that the country should be 75 per cent metric by the end of 1975 but sections of the retail trade will be later.

South Africa

Progress has been rapid since the 1966 decision to change. By the end of 1972 import tariffs and virtually all operations of Government Departments were metric. Most prepacked goods have been metric for some time and trade in non-metric units was prohibited from January 1 this year unless specially authorised. All liquids measured in front of the customer, including petrol, must be sold in metric quantities. Sport is substantially metric. All educational institutions have been using the metric system since the beginning of 1972. Extensive issues of booklets and posters to the public have assisted in the understanding of the change which should be substantially completed by the end of 1973.

Sri Lanka (Ceylon)

Metric became lawful in July 1972 and marking of prepacked goods in metric began immediately. The use of imperial units only for this purpose will be illegal from January 1, 1974 when metric units must also be used for retail sales by weight. Most progress has been made with primary products but the introduction of metric into education is well advanced. Industrial metrication has started and is expected to be complete by 1980.

Zambia

1972 saw marked progress in every sector of the economy. Metrication of the copper industry is virtually complete. Little remains to be done in agriculture. Road signs have been metricated. All locally produced and locally prepacked commodities are marketed in metric units. All urban areas and four of the eight provinces are fully metric. The authorities are confident that they will complete the change by the end of 1973, the target date set in 1970.

United States of America

The administration strongly supports recommendations made in 1971 by a Congressional metric study that the US should change through a co-ordinated national programme over a period of 10 years. A Bill to establish a National Metric Conversion Board was passed by the Senate in August 1972 but did not come up for consideration by the House of Representatives before the autumn elections.

New Bills were introduced into the Senate and the House of Representatives in January. Hearings on the proposals are now in progress before a Sub-committee of the House of Representatives. It is generally accepted that the legislation will be approved this year and that the United States will adopt the metric system. The American National Standards Institution has already appointed the American National Metric Council to provide co-ordination and planning services and to help with the implementation of metrication in industry.

Services to exporters

The following DTI offices provide services for UK exporters

Headquarters

Export Services and Promotions Division

Export House, 50 Ludgate Hill, London, EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland

314 St. Vincent Street, Glasgow, C.3
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office

29a High Street, Inverness
Tel. Inverness 30867

Office for Wales

Government Buildings, Gabalfa, Cardiff, CF4 4YL
Tel. Cardiff 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office

City House, New Station Street, Leeds, LS1 4JQ
Tel. Leeds 38232. Telex 557470 DTI LEEDS

Northern Regional Office

Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. Newcastle upon Tyne 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office

Town Hall, Cockermouth, Cumberland
Tel. Cockermouth 3498/9
Telex 64173 DTI COCKERMOUTH

North-Western Regional Office

Sunley Building, Piccadilly Plaza, Manchester, M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office

Five Ways House, Islington Row, Birmingham, B15 1SJ
Tel. 021-643 8221. Telex 337021 DTI BHAM

East-Midlands Regional Office

Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. Nottingham 46121. Telex 37143 DTI NOTTM

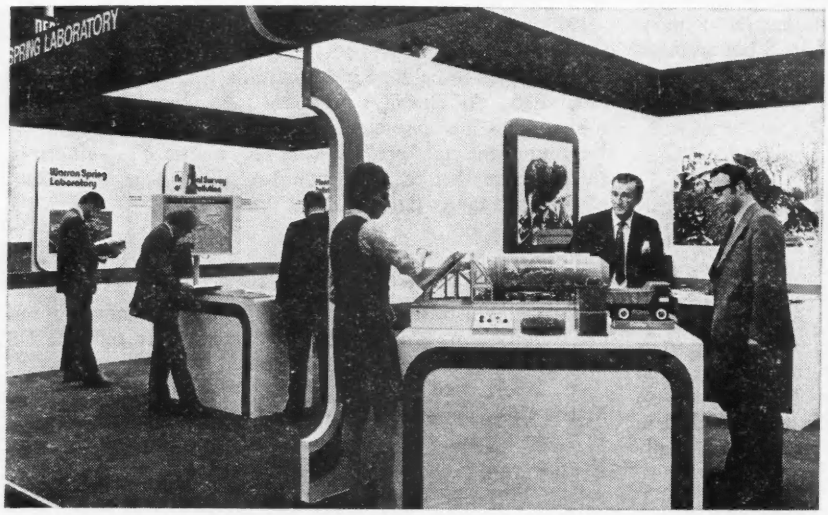
South-Western Regional Office

The Pithay, Bristol, BS1 2PB
Tel. Bristol 21071. Telex 44214 DTI BRISTOL

Northern Ireland Ministry of Commerce

Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. Belfast 34488. Telex 74578 GOVNI BELFAST

EXHIBITIONS and FAIRS



Milieu '73, the first independent international pollution-control exhibition in the Netherlands, had 75 exhibitors, about 20 British companies and organisations included. The British Joint Venture sponsored by the London Chamber of Commerce and BOTB was the only national exhibit. The photo shows the stands of DTI's Warren Spring Laboratory and Vickers, Swindon.

Scientific instrument manufacturers exhibit

From Roland S. Willcox, British Consulate-General, Philadelphia: Seven British companies returned this year to the annual meeting of the Federation of American Societies for Experimental Biology in Atlantic City last month. There was a successful Joint Venture under the auspices of the British Overseas Trade Board and SIMA, the Scientific Instrument Manufacturers Association.

While last year's show had doubled the attendance of the previous year, this year's showed yet another increase in attendance. Over 400 exhibitors occupied 85,000 sq. ft. and more than 4,000 papers were presented.

The British firms in the Joint Venture were: Joyce Loebl showing their Chromoscan, UV scanner and disc centrifuge for determination of particle size; Vickers Instruments with their scanning interferometer and integrating microdensitometer, and teaching microscope and a photographic research microscope; Electrothermal Engineering electrophoresis equipment, the Rotamantle heating element, high-temperature modular furnace units; Grant Instruments (Cambridge) Ltd, with constant-temperature circulators, dry baths, incubator shakers, heated and refrigerated water baths, pumps, stirrers, precision thermostats; Optro Ltd, spectrophotometer cells, colorimeter cells, and infra-red accessories; South London Electrical Equipment Co with microtome cryostats and accessories; and Techne Ltd constant-temperature controls, circulators, etc.

FASEB is not a show where selling is permitted, but exhibitors were unanimously agreed that there was increased and serious interest in buying and that this year there seems to be significantly more money available, making a welcome upward trend after two years of sluggish buying at many trade shows.

FASEB is acknowledged to be the most important show of its kind, and besides attracting visitors from industry and science from all over the world has the advantage of solid attendance from six of its very prestigious member societies —the American Physiological Society, the American Society of Biological Chemists, American Society for Pharmacology and Experimental Therapeutics, American Society for Experimental Pathology, American Institute of Nutrition, and the American Association of Immunologists.

Clothing Joint Venture at Brno Consumer Goods Fair

THE CZECHOSLOVAK market for western consumer goods has grown considerably in the past few years, and the Brno Consumer Goods Fair is a symbol of Czechoslovakia's willingness to devote a reasonable proportion of its hard currency earnings to imports of consumer goods, both for Tuzex hard currency shops and for the home market.

The main British representation at this year's fair was in ready-made clothing, and there was a BOTB-sponsored Joint Venture with the Clothing Export Council. Other British manufacturers were from the tobacco, drinks, kitchen ware, foods and toiletries industries.

Successful firms normally regard participation in the fair as the climax of a year-round marketing effort or as an introduction to the market, and they do not usually expect to do business solely because they have exhibited. On the other hand special allocations of hard currency are made available for purchases at the fair, which assembles in one place all the buyers from the foreign-trade corporations as well as representatives of the retail trade. British firms who are not represented risk leaving the market open to their competitors.

UK trade fair changes

London: Inter-Navex '73 at Olympia will now open one day earlier than previously stated. New opening date is July 16-20, 1973.

London: 37th Chelsea Antiques Fair at the Chelsea Town Hall. New dates September 11-22, 1973.

London: Leisure Trades Fair dates and venue have been changed. New dates are November 4-7, 1973 at the Regent Centre Hotel, London.

MISSIONS and TOURS

Ontario trade and investment mission

AN Ontario trade and investment mission headed by the Premier, Mr. William Davis, will arrive in the United Kingdom on May 13. The group of 15 high-level Ontario manufacturers and businessmen will have talks with ministers and officials and with leaders of industry.

The visit stems from talks between Mr. Peter Walker, Secretary of State for Trade and Industry, and Mr. Davis earlier this year. On May 14 the mission will visit the Department for talks with Mr. Walker, other Ministers and officials. Mr. Walker will also open a London Chamber of Commerce conference which the delegation will attend on May 16 and will be host at a dinner in the evening.

Marconi tour in India

MR. R. E. Burnett, managing director of Marconi Instruments Ltd., has returned from a two-week visit to India. During a busy tour which took him to several major cities in India, Mr. Burnett met senior government Ministry officials and visited local electronics factories. The purpose of the tour—besides promoting Marconi Instruments sales—was to consider requests from the Indian authorities to extend the licensing agreements under which Marconi Instruments products may be manufactured locally.

Intensive menswear export drive

THE British Menswear Guild will this autumn launch its most concentrated and intensive export drive ever. In addition to their normal overseas activities, Guild members will mount special promotions in 21 famous shops and stores from Cincinnati to Naples between mid-September and early November. The Guild, an export group of 22 manufacturers of men's apparel, from hats to shoes, is receiving backing from the British Overseas Trade Board.

£1 million orders taken by farm-machinery sales mission

PRELIMINARY ORDERS worth about £1 million were taken by the agricultural-machinery sales mission which returned from Central America last month.

The mission, sponsored by the Agricultural Engineers Association in conjunction with the DTI, was the first of its kind to visit Central America.

Birmingham mission for Cyprus and Iran

BIRMINGHAM Chamber of Commerce and Industry has announced a trade mission to Cyprus and Iran in November.

The Chamber feels Cyprus is a relatively rich territory for British exporters and the UK's reputation stands high in the market. 'Apart from direct sales opportunities, Cyprus is a suitable place for a British investor to consider and its geographical situation with good air links to Europe, the Middle East and East Africa has much to commend it.'

Linked with the visit to Cyprus, the mission will also visit Iran, the fourth largest producer of oil in the world.

EXPORT BUSINESS

Mr. John Hammond, managing director of Unicorn Engineering Co., Waringstown, Co. Down, checks out the first container-load of convection heaters to be exported to West Germany. The firm started exporting to the Continent last August, and is looking to markets in the Far East. (*Photo:* Lurgan Mail).

1973 Centaur orders top £1 million

CENTAUR dumptrucks to the value of over £1 million have been ordered from Aveling-Barford Ltd. during the first quarter of the year—two-thirds for export. Deliveries have already been effected in many cases and, apart from one or two machines not required till later in the year, are scheduled for completion by the end of May.

New overseas customers are in Tokyo, Norway, Spain, Ireland, and Tanzania.

£¼m order for oilfield waterflood pumps

THE Pump Department of David Brown Gear Industries Ltd., Penistone, Sheffield, has obtained an order valued at approximately £250,000 for 13 multi-stage centrifugal pumps and auxiliary equipment from the Abu Dhabi Petroleum Co. Ltd.

The pump units will be located in a remote desert region on the Bab Oilfield in Abu Dhabi, where ambient temperatures reach 136 degrees F. They will operate unattended and will be used to inject a total of 9,000 gpm of 180 degree F salt water at a pressure of 1,400 psi into the oil reservoir via a series of injection wells. This order brings the number of injection pumps currently being manufactured by the company to 40.

Expectant Jersey heifers for Persian pastures

Two calving heifers from the Marquess of Salisbury's pedigree Jersey herd at Hatfield (Herts) have flown out from Stanstead Airport to Iran. The export was arranged through the British Livestock Co. Ltd. of Sawbridgeworth, Hertfordshire. This is the third export of heifers in-calf from this pedigree herd within recent months. In January five went to Libya, and last October five went to Kuwait.

Sussex wines and health food orders

A REPEAT order for 100 dozen bottles of mead from Cunard cruise ships for serving at Mediaeval banquets in the Caribbean, and full containers of Martlet health food products for Norway, Sweden and Denmark, are among export orders received by the Merrydown Wine Co.

This month, Mr. Ian Howie, managing director, sets off on a series of visits to overseas markets, beginning with Iceland, where in addition to its long established health food sales, Merrydown is now selling mead and apple wine to American forces. He visits the USA, Bahamas, the West Indies, Australia, New Zealand, Singapore and South Africa.

Commercial development in Bahrain

WORK has started in Bahrain on a seven-storey office block for Sheikh Mohamed Bin Sulman, Al-Khalifah. The building, which involves British firms established in the area, will cost £800,000 and provide 70,000 sq. ft. of air-conditioned office space, shops and a roof-top restaurant.

Main contractors are the Consolidated Contractors' Co. of Beirut with consultants Alistair McCowan and Associates of Yorkshire and piling sub-contractors Frankipile Ltd. of Croydon.

Ulster pork for Japan

THE Pigs Marketing Board has obtained a contract to ship pork sides to Japan during April and May. Sales are being made to two of the largest trading organisations in Japan following a mission just over two years ago by the Board's Marketing officer, Mr. McGuinness. He was visiting Hong Kong, Japan and New Zealand as a member of a trade mission sponsored by the N. Ireland Chamber of Commerce in co-operation with the Ministry of Commerce.

BOC enters industrial gas market in Brazil

BOC announces that it has reached agreement with Companhia Siderúrgica Hime of Rio de Janeiro for the establishment of a joint venture for the manufacture of industrial gases in Brazil.

Among its early activities, the new company will supply oxygen by pipeline to the Hime steelworks at Barão de Cocais, near Belo Horizonte, 500 km from Rio de Janeiro, from a plant to be supplied by BOC. Companhia Siderúrgica Hime will hold 51 per cent of the equity and BOC the remainder. The initial investment will be approximately £2 million. The headquarters will be in Rio de Janeiro.

Pollution-control systems ordered

WELLMAN-Power Gas Inc. of Lakeland, Florida, the Davy-Ashmore engineering contractor company in the USA, announce that three new environment-protection facilities, utilising the Wellman-Lord SO_2 (sulphur-dioxide) recovery process, are to be engineered and constructed by Mitsubishi Kakoki Kaisha at major power and chemical plants in Japan. These new units have a combined value in excess of $8 million. They bring the total installations of SO_2 recovery plants licensed by Wellman-Power Gas in Japan to seven.

One of the new units is designed to recover the equivalent of 180 tons of sulphur a day from the tail gases of two sulphur kilns at Kashima Oil Co.'s refinery in Kashima, Japan. Completion of this installation is scheduled for February 1974, at an estimated cost of about $1.5 million.

BICC cables in Jedda port development

LARGE quantities of BICC power and general wiring cables, together with accessories, have been used by Archirodon, of Athens, for the electrical services in Saudi Arabia's new Jedda Port development. The project was designed and supervised by Sir William Halcrow and Partners of London.

Electric power for the development, which includes nine large berths as well as an extensive administration part, is supplied by the Saudi National Electric Co. at 13.8 Kv 60 Hz and distributed via six substations. Four of the latter are connected in the form of a ring main by a BICC 3-core 0.3 sq. in. HV cable totalling some 6,000 m.

Ball-point pen exports

TALLON LTD. of Bristol, manufacturers of ball-point pens and other writing instruments, have just received an order for a million ball-point pen tips from Malawi. Another large export order is for nearly 250,000 complete ball pens from a French company.

The African order will be shipped out in two consignments to Plastic Products Ltd. of Blantyre, Malawi. The tips will be assembled with locally made components to produce pens for the African market. Approximately 20 per cent of Tallon's pen components output now goes into exports.

Lloyd orders for Indian power station

HEAVY ELECTRICALS (INDIA) of Bhopal has recently placed a £67,000 order for turbine castings with steel founders F. H. Lloyd and Co. Ltd., Wednesbury, Staffs. Destined for the Kalpakkan power station under construction in Madras, the order consists of three sets of high-pressure inner turbine castings and three sets of outers. Deliveries of the castings, which will weigh around 12 tons each half, are scheduled between July and November.

Packaging study of dates

EUROGRAPHIC LTD. have undertaken a packaging, techno-economic and marketing study for the international marketing and packaging of Iraq dates.

The date industry is an important sector in the economy of Iraq and is estimated to be employing a million people. Eurographic were contracted to define ways to improve transport and retail packaging and to advise on modernising packaging and distribution procedures.

Dashwood wins £5.5m order for British shipyard

DASHWOOD Finance Co. Ltd has announced the successful conclusion of a contract with a Peruvian company to build tuna-fishing vessels in Britain worth £5.5 million.

The contract, secured against strong international competition, has been awarded to Richard Dunston (Hessle) Ltd. The boats will be built to an American design. Export finance was arranged by the Export Credits Guarantee Department.

Dashwood believe the success will probably lead to other contracts in the near future.

First HS 748 for US

HAWKER Siddeley Aviation has announced the first sale in the United States of a Hawker Siddeley 748 turbo-prop airliner. Buyers are Air Illinois of Carbondale, Illinois. Air Illinois will use the 44 passenger aircraft on their Springfield to Chicago/Meigs route on a schedule of 10 flights a day, five days a week, from October.

This latest order brings total sales of the Hawker Siddeley 748 to 273 aircraft in airline, executive transport and military roles throughout the world.

$2½m-worth of cough sweets for American throats

A $2½ million order for Hacks, the semi-medicated cough confectionery manufactured by White Hudson of Southport has been received from North America. This constitutes over 700 tons, the largest tonnage order received in the history of the company.

The order was obtained after visits to New York over the past few months by Mr. W. A. McPhail, chairman of parent company Barker and Dobson.

Over 70 per cent of the whole output from Southport is exported. The largest exports are to the USA and Canada. They are popular in the cotton belts of the southern states of America, in east Africa, Fiji, Malaysia, the Caribbean, Australia and New Zealand.

£300,000 worth of orders for Goodwin Barsby quarry plant

GOODWIN Barsby and Co. Ltd., Leicester, an Aveling-Barford company, are to supply eight Goliath mobile quarry plants within the next two months, to five customers, at an overall value of some £200,000.

The contracts include repeat orders from the Iranian Ministry of Roads. Orders worth £100,000 have been made by Anglo-American Asphalt and San Jose Central Mining Co., Trinidad.

Goodwin Barsby is currently manufacturing and delivering orders worth nearly £600,000 for 'stack up' and mobile asphalt plants and mixed-material, hot-storage systems to destinations ranging from the Caribbean to the Far East.

Consultancy in Kuwait for the EIU

KUWAIT's Planning Board has just commissioned a major management consultancy contract worth well over a quarter of a million pounds from the Economist Intelligence Unit. The object is to examine the commercial performance, economic contribution, management structures and methods of Kuwaiti enterprises which are owned jointly by the public and private sectors.

The assignment will also relate the needs of these enterprises to the facilities available to them within the commercial environment in Kuwait and consider the question of the relationship between enterprises and the State. Recommendations will be made for the improvement of the enterprises' management and of their commercial performance and economic contribution.

When the power supplies at Union Carbide's Caribe, Puerto Rico, factory were cut by half by the failure of a 27,000 hp generator, work began on building a replacement at GEC's Rugby plant. Transmeridian Air Cargo had to build a special pallet/spreader 52 ft. long, 8 ft. wide and 3 ft. high to carry the huge stator, weighing 20,618 kg. on its Skymaster freighter before the flight to Ramey, Puerto Rico, via Gander, Newfoundland, and the East coast route.

Mecca pilgrim ship fitted with Stothert and Pitt pumps

A 42-year-old vessel—the *Gunung Djati*—that will carry Moslems between Indonesia and the Red Sea ports on their pilgrimage to Mecca, is being re-fitted with engine room pumps supplied by Stothert and Pitt Ltd. of Bath. It is part of a complete re-engining contract awarded to the Hongkong United Dockyards Ltd. The pumps contract, worth £15,000, was placed by the Hong Kong company's UK buying agents, John Swire and Sons Ltd. of London.

Major contract for Gibbons

GIBBONS Brothers Ltd., Brierley Hill, Staffs., has been awarded a contract valued at £500,000 to supply Ceramica Santa Marcia with the equipment, expertise and technical services for a complete wall tile factory at Aracaju, northern Brazil.

The equipment includes two kilns: one open-flame, gas-fired biscuit kiln and one fully muffled, gas-fired glost kiln. The work will be undertaken in conjunction with Pilkingtons Tiles Holdings Ltd., Manchester, who will provide supplementary expertise and technical services.

Braked British axles for Belgium

THE light trailer equipment division of Rubery Owen (Wrexham) Ltd. has won an order for the supply of the first electrically braked British axles to be sold into Belgium.

Record order book for Rupert Neve

TECHNICAL advances leading to new designs for sound control consoles have enabled Rupert Neve and Co. to report a record order book for the factories at Melbourn (near Cambridge) and Kelso, in Roxburghshire.

The move to 24-track music recording has brought orders from the De Lane Lea studio centre in Wembley, Cockatoo Sound, AIR, Studio Barclay in Paris, and Federal Records in Jamaica. The Jamaican order is Neve's first from the West Indies.

Cammell Laird win £20m orders

ORDERS worth more than £20 million have been won by Cammell Laird Shipbuilders of Birkenhead to build four petroleum products carriers of a new design for John Hudson Fuel and Shipping, a subsidiary of the Williams Hudson Group.

All four ships are to be delivered in 1975. They are the first orders received by Cammell Laird for its new StaT 32 standard tanker of 32,000 deadweight tons designed to meet the demand for transport of petroleum products.

Dowty wins repeats from France

DOWTY Boulton Paul of Wolverhampton has secured from French shipbuilders another order valued at over £100,000 for hydraulically powered submarine cable-laying equipment.

The order, which was received from Atelier et Chantier du Havre, is for forward linear draw-off hold-back gear which will equip a new cable-laying ship being built for the French Post Office and due to be launched later this year at Le Havre.

Dowty Boulton Paul has previously won an order for the stern linear-cable engine in this vessel and will thus supply equipment for it to the value of over £¼ million.

Similar cable laying equipment has been supplied by Dowty Boulton Paul to a number of vessels being built in Canada and the United Kingdom.

Ensecote wins Esso contracts

ENSECOTE Ltd., Thorncliffe, anti-corrosive lining company, has won a £21,000 contract for lining bulk-storage tanks at a new Esso Italiana refinery in Sicily.

The contract which involves substantial optional extras, was gained by Ensecote Ltd. through Esso Italiana's main contractor Foster Wheeler Italiana. It provides for the stoved phenolic lining of three phenol storage tanks at Esso Italiana's new Lube project at the Rasiom refinery at Augusta, Sicily.

Site lining of the tanks—which are 40 ft. diameter and 48 ft. high—will be completed within three months of the start of work.

Davy wins steel works order worth £10m

SIDERURGIA Nacional SARL, the national steel-producer of Portugal, has given the Davy Construction Co. Ltd. a letter of intent for the design, supply, construction and setting to work of a complete steelworks to be built near Oporto, Portugal.

The value of the contract is over £10 million. It will be carried out in association with Demag AG, of Duisburg, West Germany, who gave the fullest possible support during negotiations.

This completely integrated steel plant will produce initially some 200,000 tons of steel a year and will include steelmaking by electric-arc furnace and continuous casting designed to produce billets of 115 mm × 115 mm cross section, 14 m. in length.

Aberdare switchgear for Dubai

THE Dubai Electricity Co. has ordered two 6.6 kV switchboards from the switchgear division of the Aberdare Group. Valued at approximately £20,000, the boards are being built at the Blackwood works of South Wales Switchgear Ltd. and are due for delivery this month.

Malaysia plans coconut improvements

THE Selangor State Government in Malaysia is considering the establishment of an integrated coconut mill as part of its general development programme. Malaysian consultancy firm Razak and Co. has been appointed to undertake the feasibility study in association with Easams Ltd. which has registered a company in Malaysia.

The feasibility study started in January and will take about five months.

Malawi microwave contract

A £200,000 contract has been awarded to GEC Telecommunications Ltd. to expand the 400 mile microwave-radio relay system which the company is installing in Malawi in conjunction with P and T Department staff.

The route between Lilongwe and Mzuzu will be increased from singlepath to twinpath, and various spur routes will be added to the system. The project is part of the Malawi Government's development programme and will extend communications in the northern part of the country. This contract brings the total value of the GEC system to almost £¼ million.

Two large anti-pollution contracts completed in Canada by Dunline

Two large anti-pollution contracts in Newfoundland and the North West Territories have recently been completed by Dunline Ltd., Dunlop's GRG Division Canadian subsidiary.

The Newfoundland contract involved the manufacture and supply of 1¼ million sq. ft. of Hypalon membrane for rubber-lining three huge lagoons at a wood-pu.lp mill in Stephenville. The other contract involved lining a lagoon at Imperial Oil's tank farm at Resolute Bay with 25,000 sq. ft. of Hypalon. Lining of the lagoons was essential to prevent seepage and eventual pollution of the sea. This has now been made impossible and the environment is now regarded as safe from pollution.

Costain and Press in Norway contract for oil refinery

A £6½ million contract has been won by a consortium comprising Costain and Press International Ltd. and the Norwegian companies Kvaerner Engineering A/S and Norcon A/S to construct all off-site facilities for a new oil refinery in Norway.

The Mongstad refinery is to be built by Rafinor A/S 70 km north of Bergen. It will have a nominal crude throughput of 4 million tonnes a year.

The contract was awarded against strong international competition and was signed in Oslo by Costain and Press chairman Sir Robert Taylor with the Norwegian partners. The British share amounts to 45 per cent of the total. Work begins immediately and is expected to be completed in 18 months.

Equipment for Antarctic link

LINCOMPEX terminal equipment which will greatly improve hf radiotelephone circuits between Wellington and two outlying stations at the Antarctic Scott Base and the Chatham Islands has been ordered by the New Zealand Post Office from Marconi Communication Systems Ltd.

Two of the new terminals will be installed in the Chatham Islands, one at the Antarctic Base and three at the new central exchange building in Wellington. The equipment will give improved quality of speech and obviate the present delay while circuits are switched between transmit and receive. This improvement in quality and speed of reception is expected to encourage more subscribers to use the service.

ML chillers for Nairobi conference centre

AN order for two MLG 88TR packaged chiller units has been won by ML Industrial Products Ltd. of Slough, from Haden East Africa Ltd., Nairobi. The order was won against international competition on price, delivery and quality of specification.

The chiller units, worth over £9,000, will form part of the air-conditioning system to be installed by Haden in the Kenyatta Conference Hall, part of a 27-storey prestige development being built in the centre of Nairobi by the Kenya Government. The building is the tallest in Nairobi and will provide offices for government departments, companies and other organisations, including the World Bank.

Birlec receive order from Portugal

BIRLEC Ltd., has been awarded a contract worth more than £35,000 by the Portuguese founder Companhia Metalurgica Nacional SARL (Cometna). The order is for two coreless induction-melting furnaces to supplement the production of three Birlec arc melting furnaces already installed in the company's Lisbon foundry.

The two new furnaces will each have a capacity of 10 cwt and will melt a full charge of scrap steel in under an hour. They will both be connected to a single 375 kW inverter unit which will raise the frequency of the power supplied to the furnace from the 50 Hz of the mains supply to a medium frequency figure of over 1,000 Hz.

Record export year for Marler Haley ExpoSystems

MARLER Haley ExpoSystems Ltd., display and exhibition specialists, report a significant increase in the demand overseas for products in their ExpoSystems range. Some of the company's most notable successes have been achieved in Canada, Denmark and the Netherlands.

One of the most interesting orders received by Canadian agent McNicol Stevenson Ltd. in 1972 was placed by the Ontario Hospital Association Centre for big screen equipment to form the basis of an educational and recruitment exhibition.

Davy-United to supply Canada

DAVY and United Engineering Co. Ltd., of Sheffield, has secured a contract valued at approximately £1.1 million from Industrial Fasteners Ltd. of Marieville, Quebec, Canada.

The equipment, which will be designed by Morgan Construction Co. of Worcester, Massachusetts, USA, will comprise two 10-stand no-twist rod-finishing mills, shears and controlled cooling outlets of Stelmor type.

These mills will be manufactured by the Davy Manufacturing Co. Ltd. in its Darnall works at Sheffield.

Olivetti places orders with DRI

MAJOR export orders for magnetic recording heads worth more than £300,000 have been secured by Data Recording Instrument Co. Ltd., computer magnetic peripherals manufacturer of Staines.

Placed by Ing. C. Olivetti and C., SpA, Ivrea, Italy, these orders are among the largest DRI has taken for recording heads. These are 14-track dual-gap heads for use in the Olivetti editor S14 electronic typing system. The 2,000th head was delivered in March.

Loading the largest of 22 pieces of a tippler equipment with the Port of London Authority's 'Leviathan' floating crane was the most delicate part of an export shipping task arranged by Gentransco's Bristol office for Strachan and Henshaw Ltd, who manufactured the £60,000 Rotaside tippler and its associated dust-control equipment at their heavy handling plant at Ashton Vale, Bristol, for the customer, Anglo-American Corporation of South Africa Ltd.

Withdrawal of application for anti-dumping action: imports of high density polyethylene

BP CHEMICALS International have informed the Department of Trade and Industry that they wish to withdraw the application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969, on high density polyethylene imported from the USA, Japan and Italy. Accordingly the Department will take no further action on this application. Since the application was accepted for investigation by the department in August 1972, there has been a change in market conditions, and the price of imports from these countries has increased. It is, however, open to British industry to make a fresh application should it have evidence that materially injurious dumping is taking place.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

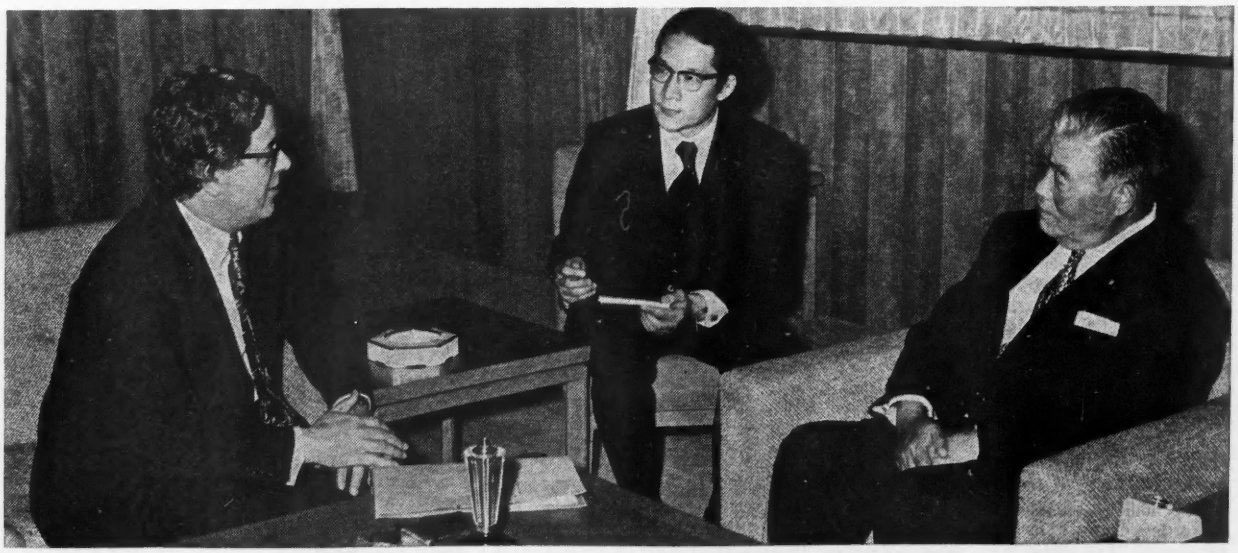
Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 24.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
31.05	Ammonium dihydrogen orthophosphate containing less than 6 milligrammes of arsenic per kilogramme	Ammonium dihydrogen orthophosphate	December 31, 1973	14397
73.07	Blooms, billets, slabs and sheet bars of iron or steel, rolled but not forged	as in previous column	September 30, 1973	10435
73.10	Re-inforcing (including deformed) bars in coils or straight lengths	Re-inforcing bars	September 30, 1973	11029

Disclosure of information about imports

CONSIDERATION is being given under Section 3 of the Finance Act 1967 to the disclosure of information on the import of the following goods:

1973 SITC(R)		Code number
719.21	Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds—	
	Petrol and oil measuring pumps	8410 0017
	Other pumps for liquids—	
	Hand operated	8410 0298
	Power operated (excluding parts)—	
	with associated prime mover, whether or not incorporated—	
	Driven by compression ignition (diesel) engines—	
	Reciprocating	8410 0437
	Centrifugal and turbine	8410 0558
	Rotary	8410 0693
	Other	8410 0825
	Other—	
	Reciprocating	8410 0953
	Centrifugal and turbine	8410 1083
	Rotary	8410 1215
	Other	8410 1343
	without associated prime movers	8410 1489
	Parts of other power operated pumps for liquids	8410 1603



Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, with Mr. Masayoshi Ohira, Japanese Minister for Foreign Affairs (right), and an interpreter. During his stay in Japan Sir Geoffrey also met Mr. Nakasone, Minister for International Trade and Industry, leaders of the Keidanren and the British Chamber of Commerce, and Mr. Matsuo, leader of the recent Japanese import mission to Britain. Sir Geoffrey also spent two days in Hong Kong, where he had talks with members of the British business community, Hong Kong Government officials and leading local businessmen.

The Government is consulting the Association of British Chambers of Commerce on the proposal, and the association will take into account any views received from importers by May 31, 1973. The address of the Association is: 68 Queen Street, London EC4N 1SL.

Import Duties (Temporary Exemptions) Orders 9, 10 and 11

THE Treasury has made the following Import Duties (Temporary Exemptions) Orders:

The Import Duties (Temporary Exemptions) (No. 9) Order 1973

This Order, which implements obligations of the United Kingdom under the Treaty of Accession to the European Communities, provides for the temporary exemption from import duty, until January 1, 1974, of the goods listed in the Schedule (certain chemicals and molybdenum) if they satisfy the conditions to benefit from Regulation (EEC) 385/73. This relates to goods entitled to benefit from the reduction of customs duties in trade between the United Kingdom and the other Member States of the European Communities.

The Order came into operation on May 3, 1973, and has been published as Statutory Instrument 1973 No. 721.

The Import Duties (Temporary Exemptions) (No. 10) Order 1973

This Order provides that new potatoes shall be temporarily exempt from import duty until May 2, 1973, and old-crop potatoes shall be similarly exempt until June 2, 1973.

The Order came into operation on April 13, 1973, and has been published as Statutory Instrument 1973 No. 722.

The Import Duties (Temporary Exemptions) (No. 11) Order 1973

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1974, or, in the case of certain items, until such earlier day as is specified.

The Order came into operation on May 3, 1973 and has been published as Statutory Instrument 1973 No. 729.

Copies of these Orders are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (respective prices 3p, 3p and 8p) or by post from HMSO, PO Box 569, London SE1 (respective prices 5½p, 5½p and 10½p).

UK fishing vessels for Peru: £5.5 million contract

RICHARD Dunston (Hessle) Ltd. is to build three 1,000 ton tuna fishing vessels and supply kits for the construction of two others to Peruana de Pesca of Peru under the terms of a contract negotiated by the builder in conjunction with Dashwood Finance Company Ltd. The total contract value is almost £5.5 million and Williams and Glyns' Bank is to provide a loan of over £4.3 million to help finance the contract. The loan is backed by the Export Credits Guarantee Department.

The first of the vessels and the two kits are to be delivered towards the end of 1974, and the remaining two vessels in the first half of 1975. The loan will be repaid over eight years.

Tunisia: bilateral trade agreements

GERMAN DEMOCRATIC REPUBLIC: The Tunisian Government has announced that the applications of the trade agreement between the German Democratic Republic and Tunisia, as signed on November 2, 1968, and as amended by the additional protocol of December 17, 1972, have been fixed for the year ending December 31, 1973. **EDB ext. 466/467/288**

ROMANIA: The trade agreement of April 30, 1964, and amended by various protocols, between Tunisia and Romania has been extended for a further year from January 1, 1973.
EDB ext. 466/467/288

YUGOSLAVIA: The applications for 1973 of the trade agreement between Tunisia and Yugoslavia, which was signed on November 28, 1964, and amended by various protocols, have been fixed.
EDB ext. 420/475

USSR: It has been announced in the Tunisia *Official Journal* that the applications of the trade agreement between Tunisia and the USSR, of March 14, 1962, and amended by the protocols of November 21, 1964, October 25, 1968 and February 9, 1973, have been fixed for the year ending December 31, 1973.
EDB ext. 420/475

Inquiries from exporters should specify the items of interest.

Industrial Property Convention

THE Patents Etc. (Federal Republic of Germany and German Democratic Republic) (Convention Order) 1973 (SI 1973 No. 773) comes into operation on May 21, 1973. The Order discharges obligations of the United Kingdom under the International Convention for the Protection of Industrial Property by declaring the Federal Republic of Germany (and Berlin (West)) and the German Democratic Republic (and Berlin (East)) to be Convention countries for all purposes of the Acts relating to patents, designs and trade marks.

Copies of the order may be obtained from Sale Branch of the Patent Office at Orpington, Kent BR5 3RD or from any branch of Her Majesty's Stationery Office, price 3p, by post 6p.

Copyright Conventions

THE Copyright (International Conventions) (Amendment No. 2) Order 1973 (SI 1973 No. 772) comes into operation on May 21, 1973. The Order further amends the Copyright (International Conventions) Order 1972. The principal change is that the German Democratic Republic and Berlin (East) is now mentioned as a country of the Berne Copyright Union.

Copies of the order may be obtained from Sale Branch of the Patent Office at Orpington, Kent BR5 3RD or from any branch of Her Majesty's Stationery Office, price 3p, by post 6p.

Hints to business men booklets

A REVISED edition of the booklet on Venezuela has been published in the 'Hints to business men' series. British business men who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757 ext. 7146), or to any Regional Office of the Department of Trade and Industry.

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TARIFF & TRADE NOTICES

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

France

LABELLING OF DETERGENTS: The French *Journal Officiel* of March 24 published decree 73-336 setting out the requirements to be met from September 24, 1973, for the labelling of certain detergents. Anionic, cationic, ampholytic or non-ionic agents or washing and cleaning products containing these agents cannot be put up for sale unless the percentage biodegradability is clearly marked on the prepacked products or, if sold loose, shown on the ticketing of the goods or on a separate support. Reference to the percentage must also be made on the documents accompanying detergents sold loose. A decree dated September 25, 1970, stated that these agents must be biodegradable to the extent of at least 80 per cent. Copies of the French decree can be sent on request or seen at Export House. **EDB ext. 423/408/482**

POTASSIUM FERTILISERS: Decree 73-379, published in the French *Journal Officiel* of March 31, announced that the exercise of the import monopoly is reserved to the State for the potassium fertilisers listed below when originating from member countries of the EEC or in free circulation in any of these countries.

Tariff no.	Product
31.05.A I	Fertilisers containing the three fertilising substances, nitrogen, phosphorus and potassium
31.05 A III	Fertilisers containing the two fertilising substances nitrogen and potassium
31.05 A IV	Other fertilisers containing potassium

The State will exercise the monopoly either directly or through public or private enterprises authorised to effect import operations. Imports will be subject to customs legislation and control regulations for foreign trade and in particular to a preliminary declaration, conditions of which will be specified by the Ministry of Economy and Finance and the Ministry for Industrial and Scientific Development. Copies of the French decree can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Inspecting pin upright pottery supports during a visit to the Stoke-on-Trent factory of J. Gimson and Co. Ltd. are representatives of A.B. Rörstrands Porslinsfabriker of Lidköping, Sweden. The Swedish company has been a customer of Gimson for many years and the visit was arranged in view of Rörstrands interest in the wide range of kiln furniture offered by Gimson. Left to right: Mr. Leif Persson, technical manager of Rörstrands, Mr. Jan Olsson, Rörstrands works manager and Mr. Derek Homer, sales director of Gimson.

IMPORTS OF EARLY POTATOES—MINIMUM PRICE PROCEDURE: The French *Journal Officiel* of April 27 announced that early potatoes (tariff no. 07.01 A II a and b) imported from member countries of the EEC and Greece may be admitted under the minimum price procedure.

The price level to consider for application of the minimum price procedure is as follows:

Tariff no.	Reference product	Minimum price per 100 kg (in francs)	Period of application
Prices recorded at national market of Rungis (Paris market)			
07.01 A II a and b	Early potatoes from Brittany or, if not available, from various French sources	PM(1)	from May 1 to 15
		0.79	from May 16 to 31
		0.59	from June 1 to 10
		0.50	from June 11 to 20
		0.40	from June 21 to 30

(1) No reference price being imposed until May 15 imports can be effected up to this date under the procedure for liberalised products as set out at Article 4 of the notice to importers of January 30, 1967, and not the regulations governing minimum price procedure.

Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Belgium

TEXTILE MARKING: The *Moniteur Belge* of April 20, 1973 published a decree dated March 9, 1973, which gives effect to the EEC Directive 71/307/CEE of July 26, 1971 on textile marking. The decree came into force on April 20, 1973. A translation is being prepared but copies of the decree (in French) are available.

EDB ext. 288/466/467

Spain

CUSTOMS TARIFF MODIFICATIONS—PETROCHEMICAL PRODUCTS: The Spanish *State Gazette* of April 14 announced a further extension of concessional rates of import duty until June 30, 1973 on the following:

Tariff no.	Description	Duty
29.01.A.1	Butadiene	Nil
29.01.B.4	Ethybenzene	9.5%
29.08.D	Ethylene glycol	4.5%
29.15.D.1	Dimethyl terephthalate	Nil
29.22.A.4	Hexamethylenediamine monomer adipate	Nil
29.27.B	Acrylonitrile monomer	Nil
29.35.G	Caprolactame	Nil
39.01.E.1	Hexamethylene-diamine adipate polymers	11.5%
39.01.E.2	Other polyamides	11.5%
39.01.G	Ethylene-glycol polytherephthalate	4.5%
39.02.C.1	Styrene polymers and copolymers, in form of liquid, paste, blocks, lumps, powders, granules, flakes and similar forms	23.5%
39.02.G.1	Acrylonitrile copolymers	Nil
39.02.H.1	Polyvinyl butyral and polyvinyl formal	Nil

EDB ext. 462/471/472/473

Yugoslavia

IMPORT CONTROL—MOTOR TYRES: It has been announced in the Yugoslav *Official Gazette* of February 22, that from February 23 certain conditions are required before india rubber and pneumatic tyres may be imported. Enterprises interested in importing these items must do so through organisations which last year imported similar items for both their own use and that of other organisations. The Yugoslav Chamber of Economy will provide the list of the organisations. **EDB ext. 420/475**

FOREIGN EXCHANGE MARKET: It was announced in the Yugoslav *Official Gazette* that a foreign exchange market would be opened. Banks authorised to deal in foreign exchange and credit business are, from May 3, 1973, able to carry out foreign exchange transactions. **EDB ext. 420/475**

Jordan

TRANSIT TRADE THROUGH SYRIA: The Jordan Government has announced that pharmaceuticals are no longer subject to the 20 per cent fine imposed on goods shipped to Jordan other than via the Port of Aqaba. For the present the fine remains on other goods so shipped (see *Trade and Industry*, November 18, 1971).

EDB ext. 420

Lebanon

BITUMINOUS ASPHALT—IMPORT LIBERALISATION: The Lebanese Ministry of National Economy issued a direction in March 1973 removing the following goods from the import licensing system:

Bituminous asphalt, under customs heading 27.16-11, other than asphalt of grade 80/100. **EDB ext. 420/475**

Israel

TARIFF AMENDMENTS: The Israeli authorities have issued the following amendments to the customs tariff:

Item no.	Description	Rate of duty
24.02.1000	Cigarettes The duty rate of IL.0.08 plus 20% is superseded by	IL.0.095 each + 20% *ad val*
2000	Cigars, including cigarillos The duty rate of IL.90.00 plus 20% is superseded by	IL.100.00 per kg + 20% *ad val*
3000	Manufactured tobacco nes The duty rate of IL.65.00 plus 20% is superseded by	IL.75.00 per kg + 20% *ad val*
27.10.1000	SBP benzine The duty rate of IL.0.42 is superseded by	IL.0.47 per litre
1510	Other benzine of an octane number not exceeding 83: The duty rate of IL.0.42 is superseded by	IL.0.47 per litre
1590	Other benzine The duty rate of IL.0.495 is superseded by	IL.0.545 per litre

Amendments have also been made to the Israeli customs tariff which affect the following items:

87.01.9919	87.02.1021	87.02.3035	87.02.3049	87.02.3081	87.02.3083
87.02.3084	87.02.3085	87.02.3089	87.04.1000	87.04.5090	87.04.6011
87.04.6019	87.04.6020	87.04.6030	87.04.6091	87.04.6099	

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

Thailand

ALIENS OCCUPATION LAW: The Government of Thailand has issued regulations listing occupations which will be forbidden to aliens unless they were working in one of them at the time of the announcement (December 30, 1972). Among the occupations are the following which may be of interest to British nationals:

Construction and civil engineering work
Architectural work and construction supervision
Accounting and auditing
Legal services
Clerical and secretarial services
Brokerage and agency services.

Details of the regulations and an explanatory note are available. **CRE ext. 3348**

Princess Margaret was the guest of honour at an export presentation organised at Gleneagles by Mr. John Packer, managing director of Reid and Taylor Ltd., and attended by fashion writers and buyers from 17 countries. Clothes made up by British and overseas manufacturers from the company's wool cloth were predominantly in shades of whisky blends, and William Teacher and Sons Ltd. were associated with the promotion. In this picture the Princess and Mr. Packer, are talking to Miss Katie Boyle, commentator at the fashion show.

New Zealand

CUSTOMS TARIFF CHANGES—TUBULAR RIVETS: The New Zealand Government has issued Customs Tariff Amendment Order (No. 12) 1973 which came into force on April 13, 1973, amending tariff item 83.09.023 to read as follows:

Number	Description	Unit	Rates of duty: British preferential	Most favoured nation	General tariff
Chapter 83					
Miscellaneous articles of base metal					
83.09	Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, evelets, and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags, or other textile or leather goods; tubular rivets and bifurcated rivets, of base metal:				
	Tubular rivets and bifurcated rivets:				
	Tubular rivets, blind:				
83.09.024	As may be approved by the Minister and under such conditions as he may prescribe	thousands	Free	..	20%
83.09.025	Other	thousands	20% *Aul Free	..	40%
83.09.026	Other kinds	thousands	Free	..	20%

* Aul = Australia.

EDB ext. 401/468/469

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Japan

GOLD MANUFACTURED ITEMS—IMPORT LIBERALISATION: The Japanese Ministry of Finance has announced that imports of gold manufactured items such as watch bands and brooches, falling within tariff heading 71.12 and 71.13, will be liberalised on July 1, 1973. Imports of gold necklaces will be controlled until April 1, 1974. **EDB ext. 420/475**

United States

BABY CRIBS—BANNED HAZARDOUS SUBSTANCE: The US Commissioner of Food and Drugs proposes to ban certain baby cribs because of mechanical hazards associated with their design and manufacture. Comments may be submitted until June 12. (FR 13.4.73). **CRE ext. 2397**

MATTRESSES—FLAMMABILITY STANDARDS: *Trade and Industry*, March 15, announced that amendments might be needed in the testing procedure and sampling plan of the flammability standard for mattresses (Doc FF 4.72). The standard, including the amendments, has now been reissued and comments may be submitted up to May 24. (FR 24.4.73) **CRE ext. 2397**

Bahamas

INCREASE IN EMERGENCY TAX AND TARIFF DUTIES: The Bahamas Government has annnounced that from March 28 emergency tax has been increased from 7½ per cent to 12½ per cent and tariff duties have been increased on a number of items. Exporters with inquiries should specify the items in which they are interested. **EDB ext. 456/457/455**

Uruguay

STATE OIL AND ALCOHOL MONOPOLY IMPORTS: Uruguayan Decree 834/972 exempts the State Oil and Alcohol Monopoly (ANCAP) during the period January 1 to December 31, 1973, from the 18 per cent additional import tax established in Article 173 of Law 13637 of December 21, 1967, on imports of the following goods:

Crude petroleum and by-products
Lubricating oils and greases
Raw materials for the refining of fuels in accordance with the list established in Article 8 of Decree of June 28, 1962
Raw materials for the manufacture of lubricating oils and greases in accordance with the list established in Article 20 of Decree of June 28, 1962
Fire-fighting materials and products
Spare parts, accessories, goods and products for the petroleum, alcohol, and cement industries
Laboratory material, spare parts and accessories
Ethyl and methyl alcohols
Raw materials for the manufacture of alcohols
Gypsum
Ferrous bauxite
Fuses and explosives
Sulphur
Bauxite
Sodium nitrate

Imports made by ANCAP are exempted during the period January 1 to December 31, 1973, from prior deposits established under Article 3 of Decree 790/967 of December 1, 1967.

Consular duties to be paid for shipments of goods made by ANCAP during the period January 1 to December 31, 1973, will be liquidated in the following way:

a the exchange rate of 55 Uruguayan pesos per US dollar is fixed for calculating the valuation of consular rate charges;
b the consular value of the Uruguayan peso is fixed at US $0.50 for crude petroleum and by-products, lead tetraethyl, alcohol and distilled product of fermented pomace, and US $1.05 for all other goods;
c the amount of Consular duties which are paid for in the Ministry of Foreign Affairs (Control Department of Consular Documents) in Montevideo, will be liquidated by the State Oil and Alcohol Monopoly (ANCAP) at the rate of exchange of 99 Uruguayan pesos per US dollar. **EDB ext. 474/476/7312**

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SPECIAL CONCESSIONS FOR 1973: Uruguayan Decree 12/973 authorises import of the following goods to be free from import duties, taxes, surcharges and prior deposits for the period of 1973:

a fertilisers and raw materials for their manufacture
b jute fabric
c seeds, in accordance with the regulations issued by the Ministry of Livestock and Agriculture
d vaccines, with the exception of those included in sub-group 42.875 (leguminous vaccines) of the Uruguayan import list.

EDB ext. 474/476/7312

OFFICIAL VALUATION FIXED FOR RAMIE: Uruguayan Decree 121/973 introduces an official valuation for 'ramie, raw, not spun, including de-husked and de-gummed' (tariff heading 54.02. A.01) of 11.00 Uruguayan pesos per kilogram gross weight. The import duty will now be 84 per cent of this valuation or of the cif value, whichever is the greater. **EDB ext. 474/476/7312**

Argentina

RATES OF EXCHANGE: The Central Bank has announced a further change in the rate of exchange mix for non-traditional exports (see *Trade and Industry*, April 5, 1973). From April 26 foreign exchange earnings of these exports can be exchanged entirely at the financial rate of exchange, currently 9.98 pesos per US dollar. There are no changes in the rates for traditional exports and all imports. **CRE ext. 2287**

CURRENCY OF PAYMENT: With effect from April 23, 1973, UK exports to Argentina may be paid for either in sterling or in US dollars. UK imports from Argentina must be paid for in sterling. **CRE ext. 2287**

Chile

EXCHANGE RATES: With effect from April 2 the Chilean Central Bank has raised the 'Area III' exchange rate in the 'Brokers' (non-trade) market to Escudos 196.35 per US Dollar. The previous rate was Escudos 187 per US dollar introduced on March 8 (see page 185 of *Trade and Industry*, April 26). The 'Area III' rate applies to purchases of foreign exchange from the local banks for travel fares, baggage freights and allowances while abroad purchased by travellers out of Chile; and also for specifically-approved remittances to relatives, pensioners, etc., living outside the country. The Chilean Central Bank have announced that this rate will in all probability be adjusted monthly in future in accordance with the movement in the local official cost of living index. **CRE ext. 2289**

IMPORT REGULATIONS—INTEREST CHARGES: The Chilean Central Bank has issued new rules regarding interest charges affecting imports. A copy of their Circular 1833 (in Spanish) is available on request. **CRE ext. 2289**

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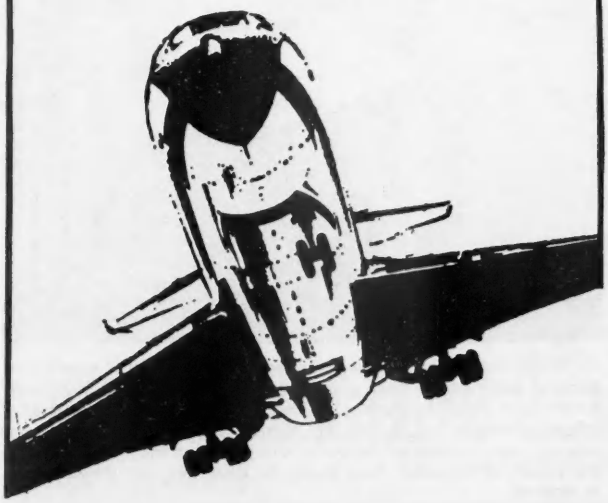

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New EC legislation

The legislation listed below has now been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations, Decisions and proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*. The texts may be seen on application.

General. Regulation (EEC) No. 1014/73 amending Regulation (EEC) No. 827/68 and making consequential amendments to Regulations No. 1009/67/EEC, (EEC) No. 950/68 and (EEC) No. 2358/71. (*Official Journal* No. L106, April 20, 1973)

Fruit and vegetables. The *Official Journal* No. C22 dated April 19, 1973, contains the draft text of a proposal for a Regulation on imports of citrus fruits originating in the Republic of Lebanon.

Oils, fats and oilseeds. The *Official Journal* No. C22 dated April 19, 1973, contains the draft text of a proposal for a Regulation on imports of olive oil from the Lebanon.

Animal health. Decision No. 73/88/EEC on action to protect Community livestock against certain foot and mouth diseases. (*Official Journal* No. L106, April 20, 1973)

Decision No. 73/89/EEC relating to measures against foot and mouth disease. (*Official Journal* No. L108, April 25, 1973)

Seeds. Decision No. 73/83/EEC on the equivalence of field inspections carried out on seed producing crops in Denmark, Ireland and the United Kingdom (*Official Journal* No. L106, April 20, 1973)

Decision No. 73/84/EEC on the equivalence of seed produced in Denmark, Ireland and the United Kingdom. (*Official Journal* No. L106, April 20, 1973)

Decision No. 73/85/EEC on the equivalence of seed potatoes produced in Denmark. (*Official Journal* No. L106, April 20, 1973)

Decision 73/86/EEC on the equivalence of field inspections carried out in third countries on seed producing crops. (*Official Journal* No. L106, April 20, 1973)

Decision No. 73/87/EEC on the equivalence of seed produced in third countries. (*Official Journal* No. L106, April 20, 1973)

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities*, No. L108 dated April 25, 1973, contains the text of Decision No. 73/90/EEC authorising the Federal Republic of Germany not to apply Community treatment to preparations and preserves of beans in pod, falling within heading No. 20.02 ex G of the Common Customs Tariff originating in the People's Republic of China and in free circulation in the other Member States.

CUSTOMS REGULATIONS: The *Official Journal of the European Communities* No. L106 dated April 20, 1973, contains the text of Directive No. 73/82/EEC on the implementation of Article 18 of Directive 69/73/EEC of March 4, 1969 on the harmonisation of provisions laid down by law, regulation or administrative action in respect of inward processing.

The *Official Journal*, dated April 19, 1973, contains a list of persons authorised to issue flat-rate guarantee vouchers in respect of Community transit matters (Article 32 of Regulation (EEC) 542/69 of the Council of March 18, 1969, on Community transit) (as at February 28, 1973).

Further information: HM Customs and Excise, General Inquiry Office, Kings Beam House, Mark Lane, London EC3R 7HE **(tel. 01-626 1515)**.

FUEL AND ENERGY POLICY: The *Official Journal of the European Communities* No. L80, dated March 28, 1973, contains the text of Regulation (EEC) No. 812/73 delaying until July 1, 1973 the application to the United Kingdom of Regulations (EEC) No. 1055/72 on notifying the Commission on imports of crude oil and natural gas and (EEC) No. 1056/72 on notifying the Commission about investment projects of interest to the Community in the petroleum, natural gas and electricity sectors. Particular attention is drawn to the requirement in Regulation 1056/72 upon all undertakings operating or planning to operate, conventional thermal power stations with generators of a unit capacity of 200 mW or more or hydroelectric stations with a capacity of 50 mW or more, to notify the Commission of such stations.

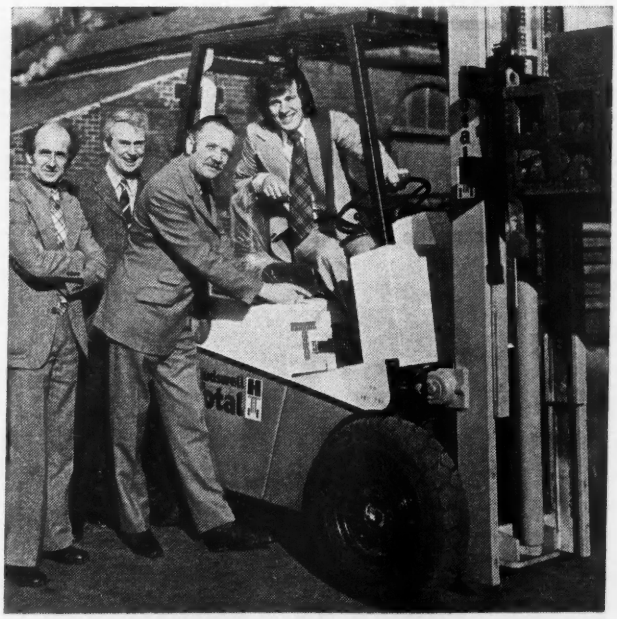
Further information: Department of Trade and Industry, Fuel and Nationalised Industry Policy Division, Thames House South, Millbank, London SW1P 4QJ **(tel. 01-222 7000 ext. 1060)**

COMPANY LAW: The *Official Journal of the European Communities* No. L103, dated April 18, 1973, contains the texts of the following Directives:

Directive No. 73/79/EEC varying the field of application of the reduced rate of capital duty provided for in respect of certain company reconstruction operations by Article 7(1)(b) of Directive No. 69/335/EEC concerning indirect taxes on the raising of capital.

Directive No. 73/80/EEC fixing the common rates of capital duty.

Further information: Board of Inland Revenue, Foreign Intelligence Section, Somerset House, London WC2R 1LR **(tel. 01-836 2407 ext. 208)**



Mr. Martin Van de Velde, managing director of NV Vorklift of Amsterdam, learning some of the finer points of the Hudswell Total hydrostatic forklift truck from Mr. Duncan N. Pratt, assisting managing director of Hudswell Badger Ltd., Leeds. Mr. Van de Velde and two colleagues recently visited Hudswell Badger's factory to complete negotiations for the supply of Hudswell Total trucks for plant hire and stevedore use in Holland.

Nuclear energy in Europe—'a clear case for collective action'

—Mr. Peter Emery

THERE seems little doubt that nuclear power will play an increasingly important role in meeting the energy requirements of all European nations, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, told the Western European Union Committee on Scientific, Technological and Aerospace Questions on May 4.

'Whilst there is much publicity about an energy crisis, I am certain we should not subscribe to all that is said,' Mr. Emery continued. 'But I am sure we all recognise that there are many pressures abroad in the world and that these may become significant, particularly on oil. I believe nuclear technology is now at the stage where before long it should be able to meet the increasing demands that we may need to place on it.

'We in Britain have already laid the foundations to be built on. In the UK nuclear power supplies 10 per cent of our electricity and 3 per cent of our energy needs. We expect it to provide the main share of our new electricity generating capacity in the middle 1980s. And I imagine the other countries represented here will have similar expectations.

'At the same time, comparison with the immense scale of development in the USA puts the whole problem in perspective for all of us in Europe. I wonder how many realise that last year the ordering in the USA of new nuclear plant was near the level of the total installed capacity of the UK's main generating board, the CEGB.

'Yet taken together the enlarged Community, even without the rest of Western Europe, has a population greater than the USA, with rapidly growing demands for energy in the industrial, commercial and domestic sectors. With this background I believe there is a clear case for some form of collective action. But how best can this be achieved?

'This is a question requiring detailed and careful exploration by us all and I see in it all the difficulties which we have all seen in trying to eliminate duplication and obtain a unity of R & D in the defence field. There is always a temptation to go it alone. The risk is that one may cut oneself off from the main stream of nuclear development. In my view the advantages of shared experience, larger markets, common systems and co-ordinated manufacture are powerful arguments to work for success.

'The UK has a particular contribution to make in Europe in nuclear affairs. In Nuclear Power we are the pioneers and have built up a very substantial capality on R & D, fuel, manufacture and construction. Our entry into the Community about doubles Europe's nuclear potential.

'We have of course had our difficulties as any pioneer does. Nuclear power is still a relatively young technology and in all countries it has presented more problems than anyone expected in the early years. The outstanding difficulty we all still face has been highlighted by recent developments in the USA on the safety of light water reactors. It is as much one of credibility as of technology. We have to show not only to our own satisfaction but to the satisfaction of our populations as a whole that nuclear power is really safe.

'The UK's best known strength lies in the Atomic Energy Authority (AEA) and British Nuclear Fuels Ltd. (BNFL), both of which have a worldwide reputation. They are already providing a strong lead on collaboration within Europe on research and fuel. We attach great importance to the work in which they are involved and in particular to the prospects it offers of providing a competitive European capacity for the supply of enriched uranium.

'As you will know, the design and construction industry in this country is currently being reorganised. A much stronger capability than was available will be provided by a single new design and construction company to build the new nuclear plant required in the 1980s. Because of the increasing demand this pointed to a single unit with unified management committed solely to the company's success.

'But in all this the new company to be established will be able to use the skills and experience of the whole of the existing industry. The General Electric Company (GEC) will hold 50 per cent of the new company's share capital and Government through the AEA 15 per cent. The remaining 35 per cent will be offered to other companies who have played an important part within the industry. This should give the new company a private sector shareholding of 85 per cent. GEC will play a supervisory role over the company's operations on a basis to be agreed with the company's board, while the Government will have certain reserved rights on issues closely affecting the public interest. Urgent work is in hand on setting up the company and it will not be long before the formalities are complete.

'As part of our modernisation, rationalisation reorganisation, we are also establishing a Nuclear Power Board to bring together those in the industry and Government with a major part to play in providing concerted advice on civil nuclear energy policy. One of the first priorities for both the new company and the Nuclear Power Board will be to consider and advise the Government on future reactor systems, and on how we can carry this through in order to strengthen and extend international collaboration.

'We expect the fast reactor to be the main element in the longer term in the British nuclear generating programme. We have yet to decide the choice of thermal system for the next power station orders. This is a critical decision, with implications not only for the success of our own industry and the security of our energy supply but also for the pattern of European collaboration.

'At present all the main thermal systems—AGR, LWR, SGHWR, and HTR—are possibilities and we are pressing ahead with development work on the lines outlined in a statement made last August by Mr. John Davies when he was Secretary of State for Trade and Industry.

'Decisions on further involving the UK as a partner in collaboration could not be taken until our industrial reorganisation is settled. We of course have been conscious of this and as I have explained, the Government's recent announcement is now being implemented, so the way is opening for initiatives in the field of mutual collaboration.

'Finally, I should like to touch on the conclusions and draft recommendation put forward by your Rapporteur. Some of them are controversial—for instance, the proposal to promote a European nuclear policy within the Community of Nine and also within a wider framework. They will require careful thought and discussion.

'But I am in full sympathy with his view that private enterprise must play an increasingly important role in the industrial development of nuclear power. Our own reorganisation is based on the view that nuclear design and construction is a highly commercial business best conducted by private sector management. In addition I am certain that private enterprise is the structure best suited to international collaboration.'

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Consumer credit law reform urgent

—Lord Limerick

THE Government has concluded that reform of the law on consumer credit was urgently needed, Lord Limerick, Parliamentary Under-Secretary of State for Trade, said on May 3.

Speaking to the Institute of Credit Management, Lord Limerick said: 'In the immediate future we intend to produce a law to reform consumer credit. This will repeal the present Hire Purchase Act 1965, the Pawnbroking Acts and the Moneylenders Acts and modify in some degree several other Acts. Its fundamental basis is that it will give equal protection to the consumer no matter the form of the agreement into which he enters provided, of course, that it is an agreement for credit—whether in the form of a money loan, a hire purchase agreement, a loan linked to the purchase of goods or a credit scale.

'Let me illustrate this. At the moment if a consumer enters into a hire purchase transaction there are certain strict requirements about the provision to him of copies of the documents he signs. There is no such provision if it is a personal loan transaction unless that loan is granted by a moneylender or by a pawnbroker. Loans by moneylenders and pawnbrokers are governed by strict rules, but ones which are by no means the same as those for a hire purchase agreement.

'If a consumer takes a loan from a moneylender and the terms are harsh, the agreement may be reopened by the Court and rewritten in more equitable terms. But an agreement for the same amount of money taken out with a lender who is not a registered moneylender cannot be so reopened; neither can a hire purchase transaction written in harsh terms. The objective of the legislation will be to provide this protection right across the board for all types of transaction.

Basic pattern

'Basically the pattern we shall follow, as envisaged by the Crowther Committee, is the Hire Purchase Act 1965, but extending the rules therein right across the board. Imported into this will be the "harsh and unconscionable" provisions similar to those in the Moneylenders Acts. Two other important additions will be provisions about disclosure of the "true" cost of credit and provision for a statutory rebate of charges in the event of early settlement of a loan or hire purchase transaction, calculated according to an approved formula.

'Over and above this general treatment certain lenders will have additional restrictions or regulation placed on them if they operate in a particular kind of way. For example, issuers of credit cards will have certain rules applied to them regarding the circulation of those credit cards, including a ban on unsolicited mass mailing. Lenders who take security by way of pledge will have rules laid down as to how that pledge should be taken. Lenders who enter into a business relationship with a seller of the goods will have to bear certain responsibilities for the quality of the goods thus sold.

'Matters move quickly in the world of consumer credit and it is the intention to make the new legislation as flexible as possible so that it can be amended easily to cover new circumstances. Some of the types of matter at present detailed in legislation will in future be laid down by statutory instrument.

'Some of these requirements will be complicated. This will apply specially to those relating to the two new elements I have already mentioned, disclosure of the "true" cost of credit and provision of a statutory rebate for early settlement. To draw up rules for these requirements covering all forms of credit, in such a way that the consumer can evaluate and choose between different forms of credit, is no simple task. But I am sure that the credit industry will soon get used to them. Indeed, many of the more reputable firms will welcome such statutory control.

Credit Commissioner

'The Crowther Committee also envisaged the establishment of a Consumer Credit Commissioner to oversee and enforce the law. There is great merit in this idea, although the Government would disagree with some of the duties suggested for him by the Committee. What is needed, it is apparent, is not only someone to enforce the law, but also to keep that law up to date, by recommending to Ministers when the Act or regulations made under it should be changed. Once the present outmoded forms have been brought up to date, they must be kept up to date. And we think the Commissioner should look after the interests of both lenders and borrowers, so that the scales are never unbalanced. Whether the Commissioner should be a civil servant or not has yet to be decided—the Committee suggested an independent official, but there are other strong arguments—but we do accept that the industry needs such a fulcrum.

'People who offer credit in particular ways will have additional regulation placed on them, but there will be no inhibition on anyone as to the type of credit he may offer. The licensing system under the Moneylenders Acts will, of course, go with the repeal of those Acts as will the provision of exemptions under, among other things, Section 123 of the Companies Act 1967. In their place there will be a new licensing system which will apply equally to all lenders and which will enable the holder to enter into any form of consumer credit he wishes.

'The purpose of licensing will not be to limit competition; it will be solely to protect the consumer from the unscrupulous. All lenders—and I include those offering hire purchase facilities as lenders—will be treated in the same way. This should lead to much more flexibility in the forms of consumer credit offered and, in turn, to greater competition. In the light of this greater competition the necessity for across the board rules I have mentioned is apparent. All this is summed up in the phrase "fair trading". No credit grantor who deals fairly with his borrowers need fear anything in the forthcoming legislation. Indeed, it can be argued that they will have something to gain for it can be said that existing legislation inhibits fair trading.

'The Fair Trading Bill, now before Parliament, will herald

an era in which unfair practices can be prescribed and in which, we hope, fair trading will prevail. Before this can happen in the credit industry we must have a uniform legislative framework for the industry, as I have described; we must have a means of keeping that framework fair. Then we consider that the new legislations, the Credit Commissioner and the Fair Trading Bill, will make a coherent whole.

Conduct Code

'In the meantime, and in the same interest of fair trading, you will have noticed the "Code of Conduct" announced by Peter Emery a few weeks ago. The whole object of the Code is to promote a certain amount of consumer protection in the areas where there are no statutory requirements at present, to protect the consumer and to provide guidelines so that fair trading in this field can flourish. Much of what is in the Code will be reflected in the forthcoming legislation.

'There will obviously be much work in understanding and implementing the new legislation. But the long term benefits to the credit industry will be immense—enabling those who can compete to do so and those who can offer a better service to get a larger share of the market. In that the existing "jungle" of law will be simplified and applied across the board, consumers should be able to make valid comparisons and enter into credit transactions with more confidence than they can at present. This is important for it is evident to you all that undesirable practices in any one area in the consumer credit field bring dishonour and discredit on the industry as a whole. Credit is here to stay and the Crowther Report gave credit its blessing. The intention of the legislation will be, as the Committee recommended, to provide sound rules applying to all, leaving no loopholes or unreasonable discrimination, so that the lender is freed from out-dated restrictions, is able to innovate and flourish and the consumer is at the same time given all reasonable protection.'

Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, spoke at the annual conference last week of the Radio and Television Retailers' Association. The picture shows (from the left) Mr. Emery with another of the speakers, Mr. Bowes Egan, author and business consultant, and four officers of the association—Mr. R. Price, president, Mr. R. Axon, president elect, Mr. R. H. Williams, secretary, and Mr. R. Thompson, vice-president.

'Consumer protection within thriving competitive economy'

—Mr. Peter Emery

THE Director General of Fair Trading will be the staunch ally of the good businessman and the honourable trader, said Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs on May 2. But, Mr. Emery warned: 'He will prove to be a foe to the disreputable minority.'

Speaking at the Radio and TV Retailers Association Conference at Bournemouth, Mr. Emery said: 'A healthy economy and an atmosphere of lively competition are, I believe, among the consumer's best friends, yet it must also be acknowledged that in an increasingly complex market situation there is a great inequality of power between the average consumer and those who deal with him.

'One of the Government's aims is to redress this balance. Note that I use the phrase "redress this balance": it is not, and never has been, our intention to tip the scales so completely in the favour of the consumer that business is left floundering in a morass of rules and regulations, afraid to innovate or afraid to stand up to the awkward customer.

'It is fashionable in the media to dwell on the conflicts that arise between seller and customer—to pounce on the clashes and forget the humdrum daily business of peaceful satisfactory trading which is, after all, the norm. I know that your own paper *Dealer* has suggested that Ministers and Members of Parliament have been guilty of worsening the situation. If that is your view, it shows as complete a misunderstanding of the situation as if a Minister should argue that only regulations and orders were the real bases of consumer protection.

'Let me reiterate what I and Sir Geoffrey Howe have said on numerous previous occasions: no efficient, honest trader need fear the new consumer protection policy. Our aim is to make life as difficult as possible for the unscrupulous few whose doings so often are taken, quite unjustly, to be representative of the commercial world as a whole. It must be to the advantage of all fair traders to make sharp practices illegal, to themselves attack them and ensure that bad traders face up to their responsibilities.

'The Fair Trading Bill brings together two essential elements of policy—the promotion of effective competition and the strengthening of consumer protection. The Director General of Fair Trading will have the responsibility of keeping under review matters affecting the interests of consumers. He will be in a position to seek from trade and industry voluntary solutions to any problems that arise but if such agreement cannot be reached, it will also be open to him to recommend any action which he thinks the Government should take, whether by new statutes, new regulations or any other means.

Undesirable practices

'Secondly, the Director will be able to take action which will lead to the banning or regulating of specific undesirable consumer trade practices. If he discovered that a certain practice, which may be quite legal, was adversely affecting the economic interests of consumers and was likely to be misleading or confusing consumers, withholding adequate information as to their rights and obligations, subjecting them to undue pressure, or causing them to enter into transactions on inequitable terms—he could formulate proposals for an order to regulate or prohibit that practice.

'At this stage the proposal would be put to the Consumer Protection Advisory Committee which will be an independent body of people experienced not only in consumer affairs and the enforcement of consumer protection legislation but knowledgeable about the supply of goods or services to consumers. The Advisory Committee would be required to consider whether the practice in question had the effects the Director had suggested and whether the Director's proposals for dealing with it were satisfactory. As these proposals have to be published and as the Advisory Committee are able to collect information and advice and hear representations, there is no danger that interested parties cannot have a chance to air their views.

'It is my prime intention to leave you today with the knowledge that this Government believes in consumer protection within a thriving competitive economy and *not* in rampant consumerism.'

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions:

Phillip Brothers and Joseph Ltd., 31/45 Gresham Street, London EC2V 7EA.

Court Trust Ltd., Holmwood House, Cortworth Road, Sheffield S11 9LQ.

Sanfield Finance Ltd., 8 Bishopsgate, London EC2.

Irwin and Co. Ltd., Swan House, 34 Queen Street, London EC4R 1BR.

London Mercantile Co. Ltd., 53-55 Queen Anne Street, London W1M 0LJ.

Change of address:

Kennedy Securities Ltd., 153 Parker Drive, Leicester LE4 0JP.

Ralli Securities Ltd., Bowater House, Knightsbridge, London SW1X 7LR.

Stewart Salmon and Co. Ltd., 8 South Street, Park Lane, London W1Y 5JP.

Eagil Trust Co. Ltd., 4 Curzon Place, London W1Y 7AA.

The Daiwa Securities Co. Ltd., Empire House, St. Martin-Le-Grand, London EC2.

Overseas Investors (London) Ltd., 7 Birchin Lane, London EC3V 9BY.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1972 Particulars of Dealers in Securities and of Unit Trusts.

Group and/or name and address of management company	Name of scheme	Name and address of trustee
Additions		
Transatlantic and General Securities Company Ltd. 91-99 New London Road Chelmsford. Essex CM2 0PY	The Wickmoor Fund	Barclays Bank Trust Company Ltd. 54 Lombard Street London EC3P 3AH
Changes		
DELETE London Wall Group of Unit Trusts Ltd. 6 Angel Court London EC2		
AND REPLACE BY London Wall Group of Unit Trusts Ltd. 1 Finsbury Square London EC2A 1PD		
DELETE Hambros Unit Trust Managers Ltd.	Hambros Recovery Situations Fund	Royal Exchange Assurance Royal Exchange London EC3
AND REPLACE BY Hambros Unit Trust Managers Ltd.	Hambros Recovery Situations Fund	The Royal Bank of Scotland Ltd. PO Box 51 St. Andrew Square Edinburgh 2

The Order of authorisation for the following scheme has been revoked because the conditions contained in Section 17 of the Act are no longer fulfilled.

Oxford Unit Trust Managers Ltd. Peninsular House Monument Street, London EC3	The Oxford Colleges Unit Trust	Lloyds Bank Ltd. 71 Lombard Street London EC3P 3BS

By agreement with the Managers and Trustee the Order of authorisation for the following scheme which has not been launched has been revoked.

Hambros Unit Trust Managers Ltd. 55 Bishopsgate London EC2	Hambro Equities Fund for Pension Schemes	The Royal Bank of Scotland Ltd. PO Box 51 St. Andrew Square Edinburgh 2

ASSOCIATION OF CANADIAN INVESTMENT DEALERS AND MEMBERS OF THE TORONTO AND MONTREAL STOCK EXCHANGE IN GREAT BRITAIN

Style under which business is carried on	Name of member (if different from column 1) and in case of a corporation names of directors	Business address
Addition		
Mead and Co. Ltd.	Derek Crawford Hannaford Roger Martel David Geoffrey Peter Allan Eman Beck Newcomb Otto J. Felber Maurice Daigneault Philip Featherstone Osler Jean Jacques Gill John Dinkam Morgan James Davie Hannafield Thomas John Berthelotte	9/10 Angel Court London EC2R 7LR

Air Travel Organisers' Licences

THE Civil Aviation Authority has released the tenth list of names of air travel organisers to whom it proposes to grant Air Travel Organisers' Licences when they have paid the required fees and charges and have also fulfilled the Authority's bonding requirements.

The list also shows the number which the licence will be given when it is granted. This licence number will be exclusive to the original grantee and he will retain it for as many years as he continues to be entitled to hold a licence. In no circumstances will the number be allotted to any other air travel organiser.

The type of activity for which the licence may be issued is indicated as follows:

A Organisation of advance booking travel.
B Organisation of inclusive tours by air.
C Organisation of other forms of air travel as specified in the licence.
D Brokerage on behalf of an air operator wishing to make accommodation on an aircraft available to a travel organiser.

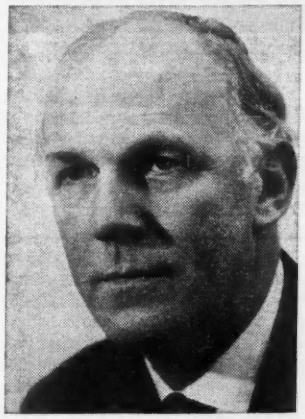
Proposed licence number	
ATOL 288 BC	Ian Allan (Retail & Travel) Ltd.
ATOL 442 BC	Bestways Travel Services (London) Ltd.
ATOL 153 B	Blue Cars Ltd.
ATOL 340 C	British Universities Student Travel Association
ATOL 475 C	Gilbert T. Brown (Travel Services) Ltd.
ATOL 421 B	B. W. Tours (Hesketh Bank) Ltd.
ATOL 345 BD	Cosmos Tours Ltd.
ATOL 463 D	Fred Dessen & Co. (Chartering) Ltd.
ATOL 240 D	Dolphin Maritime and Aviation Services Ltd.
ATOL 336 BD	Erna Low Travel Service Ltd.
ATOL 272 B	Golf Villa Holidays
ATOL 227 AB	Gower Travel Ltd.
ATOL 306 B	Interatlas Holidays
ATOL 318 C	Kenbri Travel
ATOL 148 B	Minitrek Travels Ltd.
ATOL 309 A	Munro's Tourist Agency
ATOL 401 B	Overseas Travel Service
ATOL 322 B	Supertravel Ltd.
ATOL 470 D	Templewood Aviation International Ltd. (trading as Tempair)
ATOL 460 B	Trans Continental Travel Service Scotland Ltd.
ATOL 333 BC	Travel Link Ltd.
ATOL 473 B	Unitravel Plan Ltd.
ATOL 263 BC	Spes Travel Ltd.
ATOL 256 D	Speservices (London) Ltd. (trading as Spes Air)

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announces that, on the information at present before it, it is not its intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Sterling Guarantee Trust Ltd. and Olympia Ltd.
Corning Glass Works Inc. and James A. Jobling & Co. Ltd.

New chairman for IDA Board



MR. Christopher Chataway, Minister for Industrial Development, announced on May 1 the appointment of Mr. R. A. Clark as Chairman of the Industrial Development Advisory Board. The appointment which has been made by the Secretary of State for Trade and Industry is part-time and unpaid. The Board was set up in October 1972 under Section 9 of the Industry Act 1972 and advises the Department on specific major cases for selective assistance under the Industry Act and on industry wide problems and priorities. It is composed of persons prominent in industry, banking, accounting and finance. The former Chairman, Mr. Gordon Richardson, has resigned following his appointment as Governor of the Bank of England.

Mr. Clark is at present deputy chairman of Hill Samuel Group and deputy chairman and chief executive of the merchant bank, Hill Samuel & Co Ltd. Under the proposed merger arrangements with Slater Walker Securities Ltd., Mr. Clark would be joint managing director of the Hill Samuel Group and chairman and chief Executive of the merchant bank, Hill Samuel & Co Ltd.

The members of the Industrial Development Advisory Board are:

Mr. G. W. Barlow, chairman and group chief executive of Ransome Hoffmann Pollard Ltd.
Mr. K. R. Bond, deputy managing director of the General Electric Co Ltd.
Sir Raymond Brookes, chairman and chief executive of Guest, Keen & Nettlefold Ltd.
Mr. G. A. H. Cadbury, deputy chairman and managing director of Cadbury Schweppes Ltd.
Sir Arnold Hall, chairman and managing director of Hawker Siddeley Group Ltd.
Mr. R. E. B. Lloyd, chief executive of Williams & Glyn's Bank Ltd.
Mr. W. E. Parker, former chairman of the Local Employment Act Financial Advisory Committee, and former senior partner in Price Waterhouse, past President of Institute of Chartered Accountants.
Mr. C. H. Urwin, Assistant General Secretary of the Transport & General Workers' Union.

'Miranda' returns from Iceland

THE *Miranda*, the Department of Trade and Industry Support Ship, which has been operating off Iceland during the winter, returned to Hull this weekend. Following refuelling, replenishment of stores and change of crew, she will go back to Iceland to be on station by the end of May.

Miranda went to Iceland for one month in September 1972, but has been there continuously, apart from refuelling at Lerwick, since December. Her duties have been to provide expert weather forecasting, medical and technical service. Since September *Miranda* has steamed 19,365 miles on station and a total of 25,000 miles which includes mileage on passage. She has undertaken 289 operations involving 507 trips to trawlers by rubber boat in all weathers. Weather forecasts, snow and gale warnings have been broadcast and these have been picked up and re-broadcast by Icelandic TV stations. *Miranda* has been under the command of the Coastguard Inspector, Cdr. Geoffrey Hammond, who will be bringing her back into Hull.

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, was to visit Hull on May 7 to welcome *Miranda* back after her winter tour.

Lord Drumalbyn, Minister without Portfolio and DTI spokesman in the House of Lords, unveils a plaque to commemorate the opening of the factory of Wright and Stembridge Ltd., wire product manufacturers, of Telford new town, Shropshire. The factory was the hundredth to enter production since the new town was started 10 years ago. Lord Drumalbyn also opened an exhibition by Telford Chamber of Industry and Commerce.

Less Coastguard rescue operations

STATISTICS for the first quarter of the year issued by HM Coastguard show a drop in the number of rescue operations handled compared to the previous quarter. The number of incidents fell from 752 to 468. During the three months 444 people were rescued (against 657) and 22 lives were lost (against 55).

Commenting on these figures, the Chief Inspector HM Coastguard, Lt. Cdr. John Douglas, said: 'This is a welcome reduction but the figures are still too high and show that the Coastguard service must not relax its efforts—particularly with the summer boating season approaching. During the period 22 lives were lost and it is certain that at least some of these could have been saved if proper precautions had been taken. We cannot emphasise too strongly that advice from the Coastguard should be obtained before putting to sea in adverse weather conditions.'

The City's future

THE Government's policy towards the City of London is to be outlined by Mr. Peter Walker, Secretary of State for Trade and Industry at a two-day conference, organised by the Financial Times in association with the Investors Chronicle on June 5 and 6 at the London Hilton. The conference, entitled 'Planning the City's Future', will consider the future role of the City within the EEC and its relations with British industry. Other subjects will include the prospects for the City's institutions; the role of the professions; the City's relations with the rest of the world, the human and physical environment and the contribution of research in planning for the future.

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PARLIAMENT

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MONDAY, APRIL 30

Concorde route

Asked by a Member if he would give consideration to moving the test route of Concorde to the east coast of Great Britain, Mr. Onslow replied: 'No. As I explained when I wrote to the hon. gentleman on April 17, the present route was selected as the one best meeting all the requirements after a very thorough appraisal of all other possibilities.'

Concorde components

Mr. Heseltine was asked what representations he had received concerning permission to purchase certain components for Concorde aircraft numbers 17 to 22 pending permission to start full production.

'The manufacturers have recently requested authority to start work on certain long-leadtime components for aircraft beyond the 16 currently being built,' he answered. 'This request is being considered.'

Maplin noise forecasts

The Secretary of State for Trade and Industry was asked if he would provide estimates, based on current knowledge and on those flight paths projected for the purpose of noise contour forecasts, of the approximate minimum height of aircraft taking off from the proposed Maplin Airport, on reaching different points on the Kent coastline, with particular reference to the towns and villages in the new district of Swale.

Mr. Onslow answered: 'Based on current knowledge we expect the heights to vary between 4,000 and 7,400 feet depending upon the type of aircraft. We expect, however, that further improvements in noise effects will be possible before the airport comes into operation.'

Northern Region: industrial statistics

Mr. Grant, asked if he would publish a six-monthly information sheet detailing, with statistics, the impact of the Industry Act on the Northern Region, replied: 'No, Sir. Information on the discharge of the Department's functions under the Industry Act 1972 will appear in the annual report to Parliament which is provided for in Section 16 of the Act.'

Northern Region: investment grants

A Member inquired how many claims for investment grant from firms in the Northern Region made prior to October 26, 1970 were still the subject of discussion by his department and what was the total amount of money involved.

Mr Grant stated: 'The nearest available information is in respect of Billingham Grants Office which handles most applications relating to the Northern Region. This is as follows. At October 26, 1970, only those applications in respect of expenditure incurred in periods up until March 31, 1970, were being accepted by the Department. Few, if any, of these early applications figured in the total of 54 applications for these periods—grant value £½ million—are still being processed at March 31, 1973, since such applications continued to be received in the Department right up until their terminal date of acceptance, December 31, 1972.

West Cumberland: Industry Act aid

A Member wanted to know how many firms in West Cumberland had received assistance under the Industry Act and how many new jobs had been created.

Mr. Grant said: 'Four companies in the Cumberland Special Development Area have been offered regional selective assistance under Section 7 of the Industry Act. The projects concerned include 147 new jobs. A further nine applications involving about 600 jobs are under consideration. Further job opportunities will arise from payments of regional development grants.'

Newsprint supply problem

Asked by a Member if he was aware of the position of the newspaper industry as a result of the newsprint supply situation, in particular following the closure announcement of Peter Dixon and Sons, and what action he was taking to resolve the problem, Mr. Grant answered: 'Yes, Sir.

'We are in touch with the industry who are taking active steps to alleviate the situation and to assist any newspapers who may be in a critical situation over supplies.'

Newsprint supply representations

To a Member who inquired what representations had been made to the Secretary of State for Trade and Industry by the Newspaper Society regarding the financial situation in the newsprint supply industry; what reply he had sent ; and if he would make a statement, Mr. Grant replied: 'None.'

Coal Industry Act 1973

The Secretary of State for Trade and Industry was asked if he would make a statement about the proposals he had received from the National Coal Board about their plans to spend money made available to them under section 9 of the Coal Industry Act 1973; and how much of the sum authorised would be spent in Scotland, Wales, and North Region of England and the rest of England, respectively.

Mr. Boardman stated: 'Grants for 1973/74 under the Coal Industry Act 1973 are still under discussion. My hon. Friend the Parliamentary Under-Secretary of State for Industry and Consumer Affairs explained to the House on February 20 that this grant will not be tied exclusively to specific coalfields.'

In answer to another question about section 8 of the Act, Mr. Boardman said: 'Grants for 1973/74 under the Coal Industry Act 1973 are still under discussion.'

College microscope prices

Mr. Grant, asked if he would have discussions with the manufacturers of college microscopes over increases in prices, to establish to what extent they are consistent with the freeze, replied: 'A large proportion of the microscopes purchased by UK colleges are imported, and as such will have been affected by price increases resulting from fluctuations in exchange rates.

'My Department is not aware of any increases in UK manufactured microscope prices inconsistent with the Counter Inflation (Temporary Provisions) Act 1972; since firms will be operating under the Phase 2 provisions as from April 29, 1973, discussions on past cases would in any case serve no useful purpose. Questions concerning price increases during Phase 2 should now be addressed to the Price Commission.'

Petroleum price increases

Asked if he would make a statement on the increase in the price of petroleum products announced on Saturday, Mr. Walker stated: 'This is a matter for the Price Commission who have the duty of implementing the provisions of the Price and Pay Code Policy so far as prices and charges are concerned.

'The Price Commission announced on April

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

28 that they had approved, subject to certain reductions, applications for price increases for petroleum products submitted by six companies and that these increases reflected the higher costs of crude oil and freight charges. The circumstances of the companies, including their current price policies, vary, but the weighted average of the price increase approved amounts to a shade over 0.5p per gallon across the whole range of petroleum products'

Japan trade talks

A statement was asked for on the visit to Japan of the Minister for Trade and Consumer Affairs.

Mr. Emery said: 'My Right Honourable and Learned Friend visited Japan last week for talks with Japanese Ministers and leaders of the business community, during which he was able to urge that Japan should further open her domestic market to world and British trade.'

Metrication policy

Mr. Emery was asked, in the light of the Fourth Report of the Metrication Board, if he would make a further statement on Government policy towards metrication.

'We are still considering the report of the Board, and are also in continuing touch with industry and consumer interests on problems connected with the adoption of metric units,' he replied. 'But at this stage I cannot add to what was stated in the White Paper on Metrication published last year.'

Foreign investment in UK

A Member asked what is the current value of foreign direct investment into the UK, and what percentage this is of total UK capital stock; what is the breakdown of ownership by foreign country according to size of investment; and what each of these blocks of foreign assets contribute, respectively, to total UK manufacturing output and to UK exports.

Mr. Chataway stated: 'The book value of overseas investments in non-financial companies at the end of 1971 was £5,250 million, probably representing around 14 per cent of the total United Kingdom net assets of such companies. Analyses by investing country were last published, for investment in the *Board of Trade Journal* for September 23, 1970, for manufacturing output in Part 132 of the Report on the 1963 Census of Production, and for exports in *Trade and Industry* for April 13, 1972.'

Hong Kong shipping register

Asked what steps the Government are taking to establish a separate shipping register in Kong Kong; whether they are considering allowing exemptions for vessels on this register from sections of the Merchant Shipping Acts; and if so, from which ones, Mr. Heseltine answered: 'Consultations are taking place with the Hong Kong Government and with both sides of the shipping industry but no decisions have yet been taken.'

Shops' SET adjustments

'Yes' replied Mr. Emery when asked if he was satisfied that the great majority of retailers had adjusted their prices fairly in respect of SET savings.

Mr. Emery went on: 'The overall response from major retailers to whom my right hon. and learned Friend the Minister for Trade and Consumer Affairs wrote on this point has been very satisfactory. Monitoring by Weights and Measures Inspectors has shown that in the great majority of cases prices have been adjusted fairly.'

Steel price increases

The Secretary of State for Trade and Industry was asked by a Member what discussions he had had with steel users in Eastern Scotland regarding the extent to which they might pass on the increase in the prices of their raw materials during Phase Two, and with the European Commission regarding the compatibility of this increase with the rules of the ECSC Treaty.

Mr. Emery stated: 'None, Sir, in either case. The first issue is a matter for the Price Commission to determine in accordance with its responsibilities under the Counter-Inflation Act, 1973; the second is for the British Steel Corporation.'

Licensed trade: tied houses

Asked what action it was proposed to take on the Monopoly Commission recommendations in respect of the tied house system in the licensed trade, Mr. Emery said: 'The Monopolies Commission's only recommendation in their report on the Supply of Beer was that the licensing system should be substantially relaxed.

'I would ask the hon. Member to wait the outcome of the consideration by my right hon. Friend the Home Secretary of the report of the Erroll Committee which was set up to examine the social implications of changes in the licensing laws.'

TUESDAY, MAY 1

Import/export values

The Secretary of State for Trade and Industry was asked if he would publish in the Official Report a table showing the sterling value of imports and exports between the UK and each country in the continent of Africa, Mauritius, the Seychelles and Madagascar, in each of the previous five years to the most recent convenient date.

Mr. Emery, replying, said: 'Information is given in Table 9 of Volume I of the Annual Statements of Trade for 1968 and 1969, Table I of Volume IV of the Annual Statements of Trade for 1970 and 1971 and Tables II and V of the December 1972 issue of the Overseas Trade Statistics of the United Kingdom. The figures in the Annual Statement for 1968 and 1969 do not take account of revised estimates for imports and exports by parcel post; however, the amounts are very small.'

Concorde costs

In response to a Member's request for a table of the estimates of development costs of Concorde from 1969 with the date of the publication of such estimates, Mr. Heseltine said that the following is the information:

Date of publication	£m
May 21, 1969	730
January 26, 1970	730
October 28, 1970	825
May 10, 1971	885
May 4, 1972	970

Newsprint supply situation

When a Member asked if the Secretary of State for Trade and Industry was satisfied with the supply position of newsprint and if he would make a statement, Mr. Grant replied: 'I would refer my hon. Friend to the Answer given to the hon. Member for Newark on April 30.'

EEC and regional policy

A Member asked the Secretary of State for Trade and Industry if he would list EEC regulations and directives relating to regional policy, together with draft regulations and directives on the same subject.

Replying, Mr. Grant said: 'There are at present no EEC Regulations or Directives on regional policy in force. A number of draft regulations has in recent years been put forward but only one is still under active consideration. This is a proposed Council Regulation requiring that certain information on major regional aid cases in Community central areas should be reported to the Commission (R2783/72). The Commission will, however, be making new proposals on regional policy later this year.'

WEDNESDAY, MAY 2

NCB house sale methods

When the Secretary of State for Trade and Industry was asked if he would give a general direction to the NCB to review their methods of selling houses, Mr. Emery replied: 'No.

'I am satisfied that the Board's established procedure is operating successfully. If the hon. Member has any particular case in mind and sends me details, I will ask the Chairman to investigate it.'

NCB Land Department

Asked if the Secretary of State for Trade and Industry would give a general direction to the NCB to hold an examination into the Land Department, Mr. Emery answered: 'No. I have no evidence that such an examination is needed.'

EEC energy needs

A Member who inquired what action was being taken by the members of the EEC to co-ordinate energy requirements, including oil import policies, with the USA and Japan was told by Mr. Emery: 'I expect this to be one of the major topics before the Council of Ministers when they consider energy matters later this month.'

Scots industry and REP

The Secretary of State for Trade and Industry was asked if he would give advice to Scottish industry on the consequences for it of the phasing-out of the regional employment premium in 1974.

Mr. Grant replied that the consequences for industry would depend on the rate and method of the phasing-out of the premium and on the state of the economy at the time.

Air baggage searches

Requested to list the provisions of the law relating to private security firms' personnel opening and searching baggage at airports in Great Britain, Mr. Onslow stated: 'Searches of baggage and passengers, whether by private security organisations or otherwise, are carried out at the request of airlines, which may by contract refuse to carry a passenger or his baggage without a search.'

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, ext. 4075). The library compiles the quarterly index to *Trade and Industry*.

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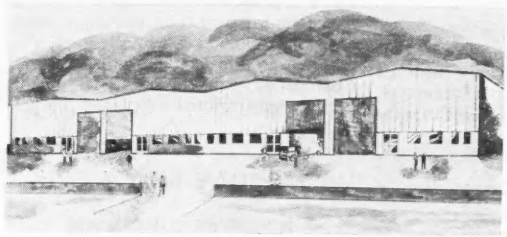

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On view 21st/22nd May from 10 a.m. to 4 p.m. or by appointment. Catalogues from the Auctioneers at 53 King Street, Manchester (Tel. 061-832 8271).

GOVERNMENT SALES

MINISTRY OF DEFENCE

May 16/17, 1973 Miscellaneous Stores

Location: Lido Hall, Worthy Lane, Winchester, Hants

Auctioneers: Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants Tel: 03292-4211/4)

Miscellaneous stores including: Avometers; alternators; epidioscopes; charging sets; MT and electrical spares; batteries; binoculars, clocks and watches; photographic equipment; paints; tyres; tools; water pumps; 2 Commer vans; an Austin Gypsy; a Ford Zephyr; and a Morris mini bus; furniture, clothing, etc.

May 23/24, 1973 Miscellaneous Stores

Location: Auctioneers Premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ (Tel: 0752-69292)

Miscellaneous stores including, Greatcoats, carpets; duffel coats; trousers; blouses; jerseys; underwear; blankets and sheets; boots and shoes; groundsheets; webbing; haversacks; mixed rags; tentage; lockers; desks; chairs; tables; safes; kitchen equipment; china and glassware; lamps; lanterns; watches; binoculars; telescopes; clocks; barometers; theodolites; photographic equipment; batteries and tyres; blowers; oscilloscopes; ball and roller bearings; transformers; washing machines; wall crane; electric motors; Commer Utility bus; two double decker buses; Ford Thames van; machine and hand tools; electrical equipment, etc.

May 31, 1973 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, Branston, Staffs

Auctioneers: Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton upon Trent, Staffs (Tel: 0283 64657)

Miscellaneous stores including, Textiles; household and kitchen equipment; haversacks; MT spares and tyres; aircraft spares; electrical spares and equipment; generators; furniture; rags; carpets and carpet pieces; hand tools; grinding, drilling and engraving machines; computer equipment; batteries; scrap ferrous and non ferrous metals, etc.

Catalogues of the above sales obtainable from relevant auctioneers two weeks prior to and up to date of sale, price 10p (postal order only).

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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	266	214	42	13	681	12	669
1971	123	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	126			125 p	178 p	−331	−365	−4	−28	18 p	−692 p	710 p
1970 4th qtr	123	118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	123	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	124	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	125	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	122	123	145	137	167	−146	−110	−6	−29	59	−122	181
2nd qtr	126	126	144	122	185	−90	−142	−5	31	115	−53	168
3rd qtr	126	128	141	122	175	−95	−114	4	−24	−113	−284	171
4th qtr	130			121 p	183 p	0	1	11	−6	−43p	−233 p	190 p
% change latest 2 quarters:												
on prev. 2 quarters	+3.2	+3.6	−0.6	−6.2	+1.7							
on a year earlier	+3.0	+6.1	+0.9	−11.3	+6.9							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages	Index‡	% increase on a year earlier	basic materials and fuel used‡	manufactured products: home sales‡		mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	71.1	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	78.2	568	2.5	186	184	181
1971	124.9	126.7	103.8	108.5	153.4	9.4	132.6	137.7	88.5	737	3.2	129	205	194
1972	128.2	130.3	110.0	138.6	164.3	7.1			100.9	816	3.6	145	213	225
1971 1st qtr	124.3	126.4	101.8	91	147.9	8.6	129.7	134.4	85.5	634	2.8	150	186	188
2nd qtr	125.1	127.0	103.2	95	153.2	9.8	133.1	137.2	87.1	709	3.1	128	212	197
3rd qtr	125.6	127.1	104.4	116	155.3	10.1	134.1	139.2	89.4	772	3.4	119	214	193
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	92.1	832	3.7	118	210	199
1972 1st qtr	121.7	125.0	106.3	121	159.7	8.0	135.0	141.6	95.7	870	3.8	124	204	211
2nd qtr	128.8	129.2	108.5	143	162.7	6.2	136.1	143.4	97.7	835	3.7	135	216	216
3rd qtr	130.1	131.9	111.8	141	165.4	6.5	139.4	146.0	102.2	809	3.6	146	192	215
4th qtr	132.1	135.0	113.7	149	169.4	7.7	148.4	149.1	107.8	754	3.3	176	242	258
1973 1st qtr			117.1	145 p	172.4	8.0	164.5 p	151.0 p	108.7 p	665	2.9	229	248 p	276 p
Jun	129.2	129.1	109.5	153	163.7	6.1	136.1	144.1	99.6	805	3.5	139	227	217
Jul	129.7	131.6	112 5	127	164.2	5.8	137.3	144.9	100.0	807	3.5	141	209	198
Aug	129.6	131.7	111.9	156	165.5	6.6	139 6	146.0	103.5	808	3.6	147	137	182
Sep	131.1	132.3	111.0	139	166.4	7.0	141.2	147.0	106.8	812	3.6	150	230	264
Oct	131.3	133.7	112.4	149	168.7	7.9	144.8	148.2	107.6	779	3.4	163	251	260
Nov	132.2	135.1	113.0	157	169.3	7.6	147.5	149.1	108.2	756	3.3	177	239	261
Dec	132.9	136.2	115.2	142	170.2	7.7	152.9	149.7	108.4	727	3 2	188	235	255
1973 Jan	133.1	135.2	114.2	154	171.3	7.7	158.7	150.3	108.4	703	3.1	201	247	264
Feb	135.1	138.1	117.1	146	172.4	7.9	164.9 p	151.1 p	108.8	660	2.9	238	252	269
Mar			119.4	136 p	173.4	8.2	169.9 p	151.6 p	109.0 p	630	2.8	254	245 p	295 p
Apr										617 p	2.7 p	275 p		
% change latest 3 months:														
on prev. 3 months	+1.6	+2.1	+3.0	−2.5	+1.8		+10.8	+1.3	+0.6	−12 8		+34.5	+2.6	+6.7
on a year earlier	+10.4	+9.8	+10.0	+20.2	+7.9		+21.9	+6.6	+13.3	−16.8		+97.9	+21.6	+30.4

(‡) Not seasonally adjusted (§) On a balance of payments basis.

Direct exporters and the credit terms of exports

As part of the large scale overseas transactions inquiry for 1971, conducted by the Department of Trade and Industry, information was collected on the value of direct exports in 1971 and the terms of credit on which they were made. The results of this inquiry are presented in the following tables.

The overseas transactions inquiry also covered other subjects such as direct investment and the earnings on it, which were covered in an article in *Trade and Industry* on March 29, 1973, and overseas royalty transactions, which were covered in an article on April 12, 1973.

Direct exports were defined as those exports for which the firm making the return, its own exporting subsidiaries or export agents working to its instructions, submitted export documents to HM Customs. These figures would not necessarily represent the whole of a firm's contribution to the export earnings of the United Kingdom, since parts of the output may be sold to other United Kingdom firms and in turn exported by them, with or without further processing.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

About 2,500 firms were approached in the inquiry, although many firms had nothing to report and the response was not complete. Table 1 analyses the results of the inquiry in terms of the number of enterprises with exports of various amounts. Although the oil companies and public sector enterprises (other than the British Steel Corporation) were not asked to make full returns in respect of exports in the inquiry, Table 1 incorporates figures of exports by the largest oil companies and by the National Coal Board. These figures, obtained from published sources, are excluded from later tables, as are the exports of large non-responding companies which have also been incorporated in Table 1 from published sources.

The total of exports covered in Table 1 is over 85 per cent of total United Kingdom exports in 1971. It is thought that all enterprises with exports of more than £1 million are covered, but the last four size groups are incomplete. Half of total exports in 1971 were accounted for by 79 enterprises, with 23 enterprises each with exports of more than £50 million accounting for one-third of total exports. 230 enterprises accounted for two-thirds of total exports. At the other end of the scale, there are several thousand small firms which sell abroad on a minor scale or occasionally, which were not covered in this inquiry, but together account for the substantial minority of exports not covered in Table 1.

In Table 2, United Kingdom exporters have been analysed into five broad categories based on the nature of their direct investment links abroad, each of which is further analysed by size. This table is based solely on returns received in the inquiry; the exports of companies without overseas affiliates are substantially more

TABLE 1. SIZE DISTRIBUTION OF LARGE EXPORTERS IN 1971

Summary of returns received — Amounts in £ million

Size of direct exports during year	Number	Amounts
Over £50 million	23	2,883
Over £20 million but not more than £50 million	44	1,275
Over £10 million but not more than £20 million	70	1,000
Over £5 million but not more than £10 million	118	832
Over £2 million but not more than £5 million	288	903
Over £1 million but not more than £2 million	296	422
Over £0.5 million but not more than £1 million (a)	254	182
Over £0.2 million but not more than £0.5 million (a)	354	121
Over £0.1 million but not more than £0.2 million (a)	112	17
£0.1 million or less (a)	139	6
	1,698	7,641

(a) Figures are incomplete.

TABLE 2. DISTRIBUTION OF DIRECT EXPORTERS (1) BY CATEGORY OF COMPANY AND SIZE OF TOTAL EXPORTS

Analysis of returns received — Values in £ million

Size of total exports	Subsidiaries and branches in the United Kingdom of overseas companies (other than United States)		Subsidiaries and branches in the United Kingdom of United States companies		Associates in the United Kingdom of overseas companies		United Kingdom companies with branches, subsidiaries and associates overseas		United Kingdom companies with no overseas affiliates		Total	
	Total exports	Per cent	Total exports	Per cent	Total exports	Per cent	Total exports	Per cent	Total exports	Per cent	Total exports	Per cent
Over £50 million			563.3	21.4			1,837.9	70.0	—	—	2,627.3	100
Number of enterprises	287.5	7.5	(5)		246.5	6.5	(12)				(20)	
Over £20 million but not more than £50 million			106.2	9.0			769.1	65.0	—	—	1,183.1	100
Number of enterprises	(6)		(4)		(7)		(25)				(39)	
Over £10 million but not more than £20 million	126.2		238.6	26.5			501.4	55.7	55.9	6.2	900.7	100
Number of enterprises		7.7	(17)		51.1	3.1	(34)		(4)		(62)	
Over £5 million but not more than £10 million			178.9	24.4			437.1	59.6	45.2	6.2	733.7	100
Number of enterprises	(12)		(27)		(5)		(60)		(7)		(104)	
Over £2 million but not more than £5 million	62.0	7.7	194.1	24.1	33.3	4.1	352.7	43.9	161.9	20.1	804.0	100
Number of enterprises	(19)		(60)		(11)		(110)		(54)		(254)	
Over £1 million but not more than £2 million	21.4	5.8	70.8	19.3	4.9	1.3	135.1	36.9	134.0	36.6	366.2	100
Number of enterprises	(15)		(51)		(4)		(90)		(95)		(255)	
Over £0.5 million but not more than £1 million	10.1	5.5	30.2	16.6	5.3	2.9	53.1	29.1	83.7	45.9	182.4	100
Number of enterprises	(15)		(42)		(7)		(72)		(119)		(255)	
Over £0.2 million but not more than £0.5 million	7.8	6.4	17.1	14.1	2.1	1.7	31.9	26.3	62.3	51.4	121.2	100
Number of enterprises	(22)		(52)		(7)		(93)		(181)		(355)	
Over £0.1 million but not more than £0.2 millions	3.6		2.6	15.3		2.2	4.1	24.1	7.3	42.9	17.0	100
Number of enterprises		15.5	(17)		0.5		(27)		(47)		(112)	
£0.1 million of less			0.9	14.5			0.8	12.9	3.3	53.2	6.2	100
Number of enterprises	(52)		(20)		(5)		(19)		(64)		(139)	
Total	518.6	7.5	1,402.7	20.2	343.6	4.9	4,123.3	59.4	553.5	8.0	6,941.8	100
Number of enterprises	(141)		(295)		(45)		(543)		(571)		(1,595)	

(1) Excluding the exports of oil companies

deficient than those of the other categories, as most small exporters were not covered in the inquiry.

Table 3 sets out a rough distribution of total exports by category of company when allowance is made for non-response. These estimates are very approximate, but give a broad indication of the extent to which foreign-controlled companies contribute to total exports. Enterprises with parent companies in the United States accounted for about 17 per cent of total exports and other foreign controlled enterprises for a further 6 per cent. United Kingdom companies with overseas affiliates accounted for over half total exports.

When enterprises are classified into broad industry groups as in Table 4, there are significant differences in the contribution of the categories of company distinguished to the exports of each industry. United States controlled enterprises accounted for a high proportion of exports by enterprises classified to the non-electrical engineering, motor vehicles and rubber industries. Other foreign controlled enterprises had relatively high exports in the metal manufacture and non-electrical engineering industries. The exports of enterprises without overseas affiliates tended to be concentrated in non-electrical engineering, textiles, clothing and footwear, and distribution.

TABLE 3

Percentages

Percentage of total exports accounted for by:	1970	1971
United States controlled enterprises	17	17
Other foreign controlled enterprises	6	6
Associates of foreign enterprises	3	5
UK enterprises with overseas affiliates	54	52
Other enterprises	20	20
Total	100	100

Exports analysed by length of credit

As in previous inquiries, firms were asked to analyse (in percentage terms) the credit terms on which exports were made. The credit terms relate to the original period of credit extended, and where payment was to be made by instalments the period to final payment was taken as the length of credit extended. Exports made under Financial and Buyer Credit Guarantee were grouped with other exports on credit terms of over five years, the latter being very small.

Table 5 summarizes the returns received in the inquiry and classifies them into broad industry groups. As in Table 4, where a firm spans several industry groups it is classified to its main activity, which may not necessarily be the activity giving rise to exports of particular terms of credit.

There was little change in the distribution of credit terms for exports between 1970 and 1971. The growth in the proportion of exports on medium length terms of credit continued at the expense of that of exports on cash or very short terms of credit. The rise in the proportion of exports on credit terms of five years or more was

(continued on next page)

TABLE 4. DISTRIBUTION OF DIRECT EXPORTS (1) BY CATEGORY OF COMPANY AND BY INDUSTRY GROUP

Analysis of returns received — Values in £ million

	Subsidiaries and branches in the United Kingdom of overseas companies (other than United States)	Subsidiaries and branches in the United Kingdom of United States companies	Associates in the United Kingdom of overseas companies	United Kingdom companies with branches, subsidiaries and associates overseas	United Kingdom companies with no overseas affiliates	TOTAL	Number of enterprises
Food, drink and tobacco	37.6	40.2	4.5	423.1	28.4	533.8	81
Chemicals and allied industries	73.8	118.4	63.1	444.4	19.4	719.3	116
Metal manufacture	81.9	14.5	8.1	362.9	10.4	477.8	50
Non-electrical engineering	172.3	387.9	101.9	443.1	76.4	1,181.6	288
Electrical engineering	53.9	159.4	80.0	518.1	5.8	817.1	95
Shipbuilding and vehicles (other than motor vehicles)	—	1.8	—	259.0	36.3	297.2	29
Motor vehicles	3.7	466.0	0.6	436.0	5.1	911.4	25
Textiles, clothing and footwear	3.8	3.3	—	302.3	87.5	396.9	201
Paper, printing and publishing	13.3	13.5	7.7	95.1	15.0	144.6	72
Rubber	24.0	33.1	36.9	20.7	0.4	115.0	17
Other manufacturing industries	15.4	88.8	14.5	358.5	66.4	543.6	240
Distribution	32.5	42.0	1.0	202.4	135.6	413.4	259
Construction	4.0	17.4	—	40.6	27.0	89.0	28
Other activities	2.3	16.6	25.3	217.1	39.9	301.2	94
All industries	518.6	1,402.7	343.6	4,123.3	553.5	6,941.8	1,595

(1) Excluding the exports of oil companies

TABLE 5. ANALYSIS OF DIRECT EXPORTS BY TERMS OF ORIGINAL CREDIT†

Analysis of returns received — Original terms on which exports were made

Industry group	Number of enterprises	Total exports		Cash or credit of up to 60 days		Credit of 61-180 days		Credit of 181 days to 1 year		Credit of over 1 year and up to 21 months		Credit of over 21 months and up to 5 years		Credit of over 5 years (‡)	
		£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent
Food, drink and tobacco	81	533.8	100	396.2	74	130.2	24	2.0	—	—	—	2.7	1	2.7	1
Chemicals and allied industries	116	719.3	100	380.3	53	308.8	43	22.9	3	2.1	—	0.5	—	4.7	1
Metal manufacture	50	477.8	100	326.0	68	134.7	28	9.9	2	3.2	1	3.0	1	1.0	—
Non-electrical engineering	288	1,181.6	100	520.7	44	378.0	32	81.0	7	23.4	2	80.5	7	98.0	8
Electrical engineering	95	817.1	100	305.0	37	338.0	41	88.0	11	20.9	3	47.1	6	18.1	2
Shipbuilding and vehicles (other than motor vehicles)	29	297.2	100	152.0	51	57.6	19	7.0	2	3.8	1	20.5	7	56.3	19
Motor vehicles	25	911.4	100	575.9	63	266.3	29	39.9	4	5.2	1	24.1	3	—	—
Textiles, clothing and footwear	201	396.9	100	276.6	70	99.5	25	13.2	3	2.6	1	1.3	—	3.7	1
Paper, printing and publishing	72	144.6	100	74.7	52	63.6	44	4.9	3	1.1	1	0.3	—	—	—
Rubber	17	115.0	100	56.0	49	53.3	46	5.7	5	—	—	—	—	—	—
Other manufacturing industries	240	543.6	100	338.3	62	180.1	33	10.3	2	3.3	1	3.3	1	8.3	2
Distribution	259	413.4	100	241.5	58	142.5	34	13.8	3	1.2	—	3.7	1	10.7	3
Construction	28	89.0	100	34.2	38	6.9	8	0.4	—	2.4	3	0.6	1	44.5	50
Shipping	8	37.3	100	8.9	24	—	—	—	—	0.1	—	—	—	28.3	76
Other activities	86	263.8	100	103.8	39	95.1	36	52.3	20	1.8	1	5.6	2	5.2	2
All industries	1,595	6,941.8	100	3,790.1	54.6	2,254.6	32.5	351.3	5.1	71.1	1.0	193.2	2.8	281.5	4.1

† Excludes oil companies and public sector enterprises
‡ Includes exports made under financial guarantee and buyer credit arrangements

DIRECT EXPORTERS AND CREDIT TERMS
continued

due to a substantial rise in exports subject to Financial Guarantee and Buyer Credit Guarantee arrangements in 1971 following a relatively slack year for such exports in 1970.

Table 6 attempts to allow for the effect of non-response which is likely to be proportionately greater in the cash and short term credit categories of exports.

TABLE 6. PERCENTAGE ANALYSIS OF EXPORTS ANALYSED BY CREDIT TERMS, 1969-71

Original terms on which exports were made	Percentage of total exports†		
	1969	1970	1971
Cash or credit of up to 60 days	57.5	56.6	55.7
Credit of 61 to 180 days	31.0	32.7	32.4
Credit of 181 days to 1 year	4.6	4.1	4.9
Credit of over 1 year and up to 21 months (a)	2.2	1.3	1.1
Credit of over 21 months and up to 5 years (b)	1.6	2.5	2.7
Credit of over 5 years	3.1	2.8	3.2
Total	100.0	100.0	100.0

† Adjusted approximately for non-response.
(a) Credit of over 1 year and up to 3 years for 1969.
(b) Credit of over 3 years and up to 5 years for 1969.

Notes and definitions

The statistics relate to the 'United Kingdom', which is defined as Great Britain, Northern Ireland, Isle of Man and Channel Islands.

No approach was made to Government Departments, Public Corporations (other than the British Steel Corporation), oil companies or to most small firms. Companies were asked to make returns for their accounting years if information were not available for calendar years.

Exports analysed by credit terms

Firms were asked to give estimates in percentage terms of the proportions of direct exports according to the length of terms of credit extended (to final payment where payment was by instalments) reasonable estimates being accepted if precise figures were not available.

Returns to the inquiry were coded to one of the following industry groups, based on the main activity of the enterprise. Each industry group is defined in terms of the Standard Industrial Classification, 1968.

Group	1968 Standard Industrial Classification
Food, drink and tobacco	Order III
Chemical and allied industries	Order V
Metal manufacture	Order VI
Mechanical engineering	Orders VII, VIII
Electrical engineering	Order IX
Shipbuilding, marine engineering, vehicles other than motor vehicles	Order X MLH 380, 382-385
Motor vehicles	MLH 381
Textile, clothing and footwear	Orders XIII, XIV, XV
Printing, paper and publishing	Order XVIII
Rubber	MLH 491
Other manufacturing industries	Orders XII, XVI, XVII MLH 492-499
Distribution	Order XXIII
Other activities	Orders I, II, XX, XXI, XXII, XXIV, XXV, XXVI MLH 261-263

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972 during the week ended Friday, May 4, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Greatest Thing	BR/E 36794/6/5/78	25	May 1	Fox-Rank Distributors Ltd.	Gerard Holdsworth Productions Ltd.
Saturday Special	BR/NQ 36795	11	May 1	Children's Film Foundation Ltd.	Anvil Film and Recording Group Ltd. (for Children's Film Foundation Ltd.)
Tiffany Jones	BR/E 36798/6/5/78	90	May 1	Hemdale Film Distributors Ltd.	Peter Walker (Heritage) Ltd.
A Doll's House	BR/E 36799/6/5/78	95	May 2	MGM-EMI Distributors Ltd.	Elkins Productions Ltd.
A Couple of Beauties	BR/E 36800/6/5/78	28	May 2	Hemdale Film Distributors Ltd.	Bayford Films Ltd.
Horror Hospital	BR/E 36801/6/5/78	91	May 2	Antony Balch Films Ltd.	Noteworthy Films Ltd.
The Hunter	BR/E 36802/6/5/78	27	May 3	Butcher's Film Distributors Ltd.	Sharman Latham Productions
Movietone News 2291	BR/E 36733/6/5/78	7	May 4	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2291A	BR/E 36734/6/5/78	7	May 4	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
The Nude Vampire	EC 36793/6/5/78	83	May 1	Tigon Pictures Ltd.	Films A.B.C. Paris
Two Minds for Murder	EC 36797/6/5/78	94	May 1	Miracle Films Ltd.	Lira Films, Paris, S.N.C. Paris and Meduza Film, Rome
Captain Singrid	EC 36805/6/5/78	83	May 3	Richard Schulman Entertainments Ltd.	Lyre Productions, Paris, Les Films De L'Olivier, Paris and P.C.A. Produzione, Rome
			FOREIGN		
The Corpse Grinders	F 36796	(a) 62 (b) 71	May 1	Antony Balch Films Ltd.	Geneni Films (T.V. Mikels)
Yog, Monster from Space	F 36803	80	May 3	New Realm Distributors Ltd.	Toho International Company Ltd., Tokyo
Chess	F 36804	12	May 3	Orb Productions Ltd.	Carisbrooke Films Ltd.

Amendments to the Register:
The registration number of the film 'Loveplay' registered on April 4, 1973 has been amended to EC 36751/8/4/78.
The registration number of the film 'The Loves of a French Pussycat' registered on April 4, 1973, has been amended to EC 36752/8/4/78.
The registration number of the film 'Holland Under Glass' registered on October 11, 1972 has been amended to EC 36424/15/10/77 and the name of maker corrected to Carillon Audiovisual Media, Rijswijk.

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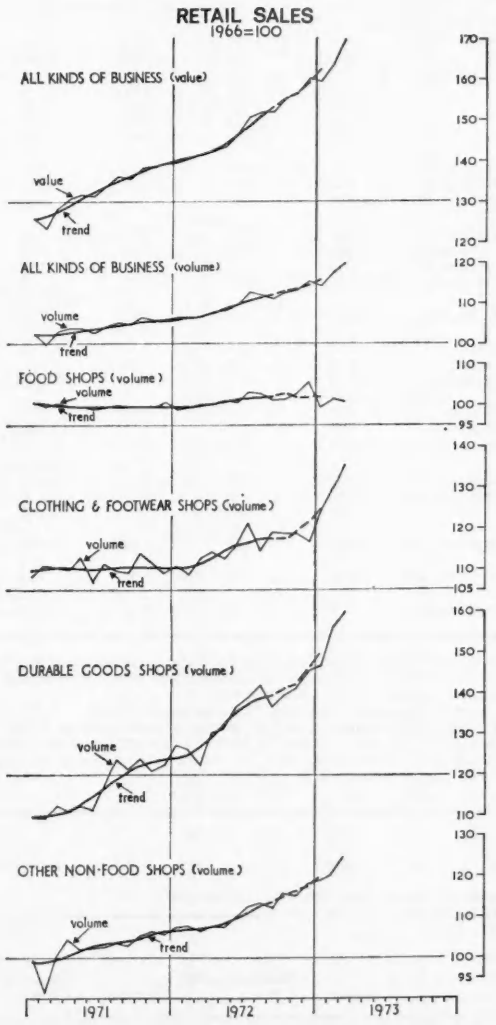
Retail sales in March

THE seasonally adjusted index of the volume of retail sales in March is 119.4 (1966 = 100). This further large increase over the high February level was due wholly to higher sales by non-food shops, probably reflecting pre-VAT buying.

In the first quarter of 1973 the volume of total sales was 3 per cent more than in the fourth quarter of last year. Between the two periods the volume of sales by clothing and footwear shops increased by 11 per cent; of sales by durable goods shops by 8 per cent; and of sales by other non-food shops (which include department stores and mail-order businesses) by 4 per cent. However, sales by food shops were reduced by some 2½ per cent, reflecting in part the high level last December.

Total retail sales in the first quarter of the year were 10 per cent more than a year earlier, in volume terms.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The March 1973 sales period was the five weeks from February 25, 1973 to March 31, 1973. The corresponding period in 1972 was from February 27, 1972 to April 1, 1972.

(†) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) — 1966 = 100

	All kinds of business	Food shops	Non-food shops			
(Sales in 1966 £ million)	(11,549)	(5,016)	Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	101.1	100.8	101.3	100	103	101
1968	103.1	101.4	104.4	104	109	103
1969	102.4	102.1	102.7	104	104	101
1970	103.6	101.8	104.9	108	107	103
1971	103.8	99.7	107.0	110	116	102
1972	110.0	101.3	116.8	115	135	111
1971 2nd quarter	103.2	99.3	106.3	110	111	103
3rd quarter	104.4	99.5	108.2	110	121	103
4th quarter	105.9	100.0	110.4	111	122	106
1972 1st quarter	106.3	99.4	111.5	111	125	107
2nd quarter	108.5	100.5	114.7	114	133	108
3rd quarter	111.8	102.1	119.2	118	139	113
4th quarter	113.7	103.1	121.8	118	143	117
1973 1st quarter	117.1	100.3	130.0	130	154	121
1972 July	112.5	103.0	119.9	121	139	113
August	111.9	102.5	119.1	115	142	113
September*	111.0	101.0	118.7	119	137	112
October	112.4	101.1	121.1	119	140	116
November	113.0	102.5	121.0	119	141	115
December*	115.2	105.2	123.0	117	146	118
1973 January	114.2	99.3	125.6	124	147	119
February	117.1	101.2	129.3	130	155	120
March*	119.4	100.5	134.0	135	159	124
1972 Oct.-Dec.	113.7	103.1	121.8	118	143	117
1973 Jan.-March	117.1	100.3	130.0	130	154	121
Percentage increase	3.0	−2.7	6.7	11	8	4

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) — 1966 = 100

	All kinds of business	Food shops	Non-food shops			
(Sales in 1966 £ million)	(11,549)	(5,016)	Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	102.8	102.6	103.0	102	104	103
1968	109.1	107.5	110.3	108	114	110
1969	114.2	114.6	113.9	113	114	114
1970	122.2	121.0	123.2	123	125	123
1971	132.7	130.7	134.2	134	143	131
1972	148.5	142.3	153.3	150	170	149
1971 2nd quarter	131.2	129.2	132.7	132	137	131
3rd quarter	135.1	132.7	137.0	135	150	134
4th quarter	138.7	135.7	141.0	138	152	138
1972 1st quarter	140.8	137.0	143.8	140	156	141
2nd quarter	144.2	138.3	148.7	147	165	144
3rd quarter	151.5	144.6	156.8	155	175	151
4th quarter	157.6	149.4	163.9	159	184	160
1973 1st quarter	164.9	150.8	175.6	177	199	167
1972 July	150.6	142.9	156.5	157	175	150
August	151.8	145.9	156.4	150	178	152
September*	152.0	145.1	157.4	158	173	152
October	155.4	148.4	162.4	159	180	158
November	156.7	148.6	163.0	160	183	158
December*	160.2	152.6	166.0	158	188	162
1973 January	159.4	146.9	169.0	168	188	163
February	164.7	151.7	174.6	177	199	165
March*	169.4	153.3	181.7	185	208	171
1972 Oct.-Dec.	157.6	149.4	163.9	159	184	160
1973 Jan.-March	164.9	150.8	175.6	177	199	167
Percentage increase	4.6	0.9	7.1	12	8	4

Hire purchase and other instalment credit business in March 1973

NEW instalment credit advanced by finance houses and retailers amounted to £247 million in March (in seasonally adjusted terms), bringing the total for the first quarter of 1973 to £749 million, 11 per cent more than in the fourth quarter of last year. Lending by finance houses increased by 13 per cent to £393 million and lending by retailers rose by 9 per cent to £356 million.

The total value of retailers' sales on instalment credit in the first quarter was also 9 per cent more than in the fourth quarter. Credit sales by durable goods shops were up by 8 per cent: those by department stores were up by 16 per cent; and credit sales by 'other instalment credit retailers' (mainly general mail order houses) increased by 9 per cent.

The total instalment debt outstanding to finance houses increased by £51 million during March and £132 million during the first quarter as a whole compared with £97 million during the preceding quarter. The debt owing to retailers increased by £15 million during March and by £41 million during the quarter compared with £23 million during the October-December period. At the end of March the total value of instalments outstanding to both finance houses and retailers was £2,194 million (*not* seasonally adjusted), 31 per cent more than a year earlier.

TABLE 1. HIRE-PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1969	1,517	−19	701	−21	816	2
1970	1,716	87	822	58	894	29
1971	2,001	244	990	165	1,011	79
1972	2,452	436	1,222	296	1,230	140
1971 2nd quarter	452	33	210	8	242	25
3rd quarter	570	108	289	73	281	35
4th quarter	572	99	280	65	292	34
1972 1st quarter	557	88	265	53	292	35
2nd quarter	585	104	297	74	288	30
3rd quarter	637	124	312	72	325	52
4th quarter	673	120	348	97	325	23
1973 1st quarter	749	173	393	132	356	41
1972 July	199	37	93	22	106	15
August	229	46	114	29	115	17
September	209	41	105	21	104	20
October	219	37	107	32	112	5
November	234	43	126	26	108	17
December	220	40	115	39	105	1
1973 January	262	72	136	51	126	21
February	240	35	121	30	119	5
March	247	66	136	51	111	15
1972 Oct.-Dec.	673	120	348	97	325	23
1973 Jan.-Mar.	749	173	393	132	356	41
Percentage increase	11		13		9	
Debt outstanding at December 31, 1972 (unadjusted)	—	2,064	—	1,306	—	758

† Direct business only; ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 § £ million	(862)	(327)	(46)	(489)
1969	109	100	114	114
1970	119	112	123	124
1971	132	139	145	126
1972	156	166	169	149
1971 2nd quarter	129	119	139	135
3rd quarter	144	160	156	132
4th quarter	148	158	151	141
1972 1st quarter	147	156	160	141
2nd quarter	148	161	167	138
3rd quarter	164	177	181	156
4th quarter	165	171	166	162
1973 1st quarter	181	185	193	177
1972 July	162	184	173	148
August	174	179	181	171
September*	159	170	188	149
October	170	169	180	171
November	166	171	171	163
December*	161	173	151	155
1973 January	190	183	186	195
February	182	186	211	176
March*	172	186	185	162
1972 Oct.-Dec. av.	165	171	166	162
1973 Jan.-Mar. av.	181	185	193	177
Percentage increase	9	8	16	9

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by March 1973 sales was the five weeks from February 25, 1973 to March 31, 1973. The corresponding period in 1972 was from February 27, 1972 to April 1, 1972.

New companies registered

BELOW are details of new companies registered in Great Britain during March 1973 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	4,961	—	4,961
Over £100 but under £1,000	108	—	108
£1,000 but under £10,000	971	—	971
£10,000 but under £50,000	216	—	216
£50,000 but under £100,000	27	—	27
£100,000 but under £1,000,000	22	—	22
£1,000,000 and over	5	—	5
Total Number	6,310	—	6,310
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	21,764	—	21,764

Companies registered in Great Britain in 1972 and 1973

	1972		1973	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	4,008	8,032	4,666	8,050
February	3,745	12,111	5,919	7,762
March	4,045	10,671	6,310	21,764
April	4,182	9,931		
May	4,412	9,158		
June	3,777	5,561		
July	3,696	17,760		
August	5,689	7,827		
September	5,512	7,498		
October	5,096	16,655		
November	5,251	7,084		
December	4,567	15,343		
Total	53,980	127,631		

TEXTILES

Orders and deliveries

In the three months ended February 1973 net new orders received by the textile industry were provisionally estimated to have been 8 per cent more than in the three months ended November 1972; deliveries were 3 per cent more. Orders-on-hand at the end of February were 8 per cent more than at the end of November. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971	126		113		113	
1972	135		124		122	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	106	114	113
2nd quarter	126	124	115	116	112	110
3rd quarter	117	120	95	110	104	114
4th quarter	126	126	129	120	120	114
1972 1st quarter	132	125	117	110	110	110
2nd quarter	129	124	119	120	121	121
3rd quarter	125	128	113	131	118	126
4th quarter	135	135	149	138	138	130
1971 May	126	123	120	122	119	118
June	126	124	113	113	111	109
July	119	119	76	101	98	115
August	118	120	94	118	99	115
September	117	120	116	110	116	112
October	118	119	129	116	126	117
November	120	118	133	110	127	116
December	126	126	126	135	108	108
1972 January	129	126	121	119	111	117
February	129	125	103	97	104	100
March	132	125	126	114	116	114
April	129	123	110	112	117	119
May	130	124	124	126	123	124
June	129	124	123	120	124	120
July	127	129	104	139	110	124
August	123	128	97	125	110	125
September	125	128	137	128	133	129
October	132	134	165	145	142	127
November	133	132	150	123	145	127
December	135	135	133	145	127	136
1973 January	139	137	132	133	120	128
February p	146	142	158	149	137	132

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587)

Hosiery and other knitted goods: index of production

In the three months ended February 1973 the volume of production of hosiery and other knitted goods (including knitted fabrics), seasonally adjusted was provisionally estimated to have been 3 per cent more than in the three months ended November 1972 and 11 per cent more than in the three months ended February 1972.

Excluding warp knitting, the volume of production (not seasonally adjusted) was provisionally estimated to have been 11 per cent more than in the three months ended February 1972.

The seasonally adjusted figures for 1973 are based on the seasonal pattern up to the end of 1972 and may be subject to slight revision when the complete figures for 1973 have been incorporated. The actual figures allow for differences in the length of calendar months, but not for holiday or other seasonal variations. A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109		
1965	114		
1966	114		
1967	114		
1968	132		
1969	147		140
1970	149		144
1971	147		140
1972	154 p		148 p
	Including warp knitting		Excluding warp knitting
	Actual	Seasonally adjusted	Actual
1969 1st quarter	133	143	124
2nd quarter	145	153	138
3rd quarter	143	144	136
4th quarter	166	147	161
1970 1st quarter	138	153	133
2nd quarter	143	146	138
3rd quarter	144	146	140
4th quarter	170	151	164
1971 1st quarter	133	145	123
2nd quarter	145	149	138
3rd quarter	145	149	140
4th quarter	165	146	159
1972 1st quarter	134	145	127
2nd quarter	155	159	149
3rd quarter	150	154	145
4th quarter p	176	156	171
1971 July	139	156	133
August	132	144	129
September	163	146	158
October	176	145	168
November	175	144	170
December	144	148	140
1972 January	126	151	118
February	126	131	121
March	148	154	142
April	145	155	138
May	156	166	149
June	164	155	159
July	138	156	133
August	137	150	134
September	174	156	169
October p	181	150	176
November p	190	156	184
December p	158	163	153
1973 January p	130	156	121
February p	154	159	147

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Output in the wool textile industry

THE volume of production in the wool textile industry in February 1973 was 25 per cent more than in February 1972 (when it was disrupted by the power cuts). Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-February 1973 deliveries of woven fabrics (excluding blankets) were 18 per cent more than in the corresponding period of 1972; deliveries of worsted yarn (excluding semi-worsted yarns) were 19 per cent more. Production of wool and hair tops was 11 per cent more and that of man-made fibre tops 16 per cent more.

OUTPUT IN THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1971	141.2	66.2	36.6	130.7	93.0	121.9	100.3	34.1
1972	152.3	75.1	45.9	130.9	101.6	119.4	100.1	34.5
1970 1st quarter	41.8	22.5	11.2	33.7	24.5	33.3	31.0	7.5
2nd quarter	41.7	22.2	11.5	33.5	26.1	36.8	31.1	6.3
3rd quarter	32.8	17.5	10.5	27.9	21.9	33.8	26.5	6.9
4th quarter	36.8	17.6	11.3	34.3	25.0	34.3	30.8	8.6
1971 1st quarter	37.4	17.7	8.4	35.4	23.6	30.0	27.4	9.1
2nd quarter	37.4	17.1	8.7	34.9	23.8	33.1	24.5	7.4
3rd quarter	30.4	15.0	8.4	27.2	21.6	29.3	22.5	8.1
4th quarter	36.0	16.5	11.2	33.2	23.9	29.6	25.9	9.5
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	27.0	24.8	8.7
2nd quarter	39.3	19.5	11.8	33.8	26.6	30.7	24.7	6.8
3rd quarter	36.0	18.1	10.8	29.8	23.5	29.9	23.4	8.5
4th quarter	39.8	19.0	12.4	35.2	27.2	31.9	27.3	10.5
1971 October	11.8	5.2	3.0	10.9	8.0	9.9	8.3	3.2
November	12.2	5.6	4.3	11.2	8.6	10.2	9.1	3.2
December	12.0	5.7	3.9	11.2	7.4	9.4	8.5	3.1
1972 January	12.2	6.1	4.2	10.4	8.1	9.0	8.5	3.0
February	10.8	5.5	2.9	9.2	7.2	7.9	7.4	2.8
March	14.2	7.1	3.9	12.7	8.9	10.1	8.9	2.9
April	11.8	6.1	3.6	10.0	8.0	8.7	7.6	2.3
May	13.8	6.6	4.3	12.0	9.6	11.2	8.6	2.1
June	13.7	6.8	3.9	11.7	9.0	10.8	8.5	2.4
July	11.4	6.6	4.0	8.1	6.9	9.0	7.6	2.2
August	11.1	4.6	3.2	10.7	8.5	10.8	7.4	3.1
September	13.5	6.9	3.6	10.9	8.1	10.1	8.4	3.2
October	13.4	6.2	4.2	11.9	9.6	11.7	9.4	3.8
November	14.1	6.9	4.3	12.4	9.5	11.3	9.9	3.3
December	12.3	5.9	3.9	10.9	8.1	8.9	8.0	3.4
1973 January	14.3	6.8	4.2	12.9	9.5	10.4	9.8	3.9
February	12.3	6.1	4.0	11.3	8.6	9.4	9.2	3.0

(†) Estimated (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In February deliveries of semi-worsted yarn were 0.8 million kilos.

Northern Ireland index of production

THE provisional index of production for February 1973 is 170. This is 4 points higher than the index for January 1973 and 14 points higher than for February 1972.

The index numbers for the main industrial groups with the increase or decrease on February 1972 shown in brackets are textiles 268 (+40 points), clothing 125 (+6), engineering and metals 129 (+10), timber and furniture 155 (+7), mineral products 122 (−13), other manufacturing industries 231 (+29), gas, electricity and water 256 (+25).

United Kingdom official reserves in April

HM TREASURY announce that after receipts of $75 million from public sector foreign currency borrowing, the UK official reserves rose by $82 million during April to stand at $6,118 million at the end of the month.

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD; or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Mar. 22 1973
Bankruptcy orders (Q)	Jan. 18 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	Apr. 5 1973
Catering trades turnover (M)	Apr. 12 1973
Chemicals industry activity (Q)	Apr. 19 1973
Companies:	
acquisitions and mergers (Q)	Feb. 15 1973
new registrations:	
Gt. Britain (M)	This week
N. Ireland (M)	Apr. 5 1973
Computers, UK market (Q)	Jan. 25 1973
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	Mar. 1 1973
Electronic capital equipment (Q)	Feb. 22 1973
Engineering industries, sales and orders (M)	Apr. 26 1973
Film industry:	
British Film Fund Agency returns (M)	Apr. 12 1973
cinema admissions and takings (M)	Mar. 29 1973
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Mar. 22 1973
household consumption (Q)	Apr. 5 1973
Footwear industry:	
production, orders and deliveries (M)	Apr. 19 1973
Foreign exchange, official reserves (M)	Apr. 12 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	Feb. 15 1973
world exports of manufacturers (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Apr. 12 1973
Hire-purchase business (M)	This week
Industrial development certificates:	
approvals (Q)	Apr. 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	Apr. 19 1973
N. Ireland index (M)	This week
Wales index (Q)	Mar. 29 1973
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 time a year)	Jan. 11 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	Dec. 14 1972
Man-made fibres:	
deliveries (Q)	Feb. 22 1973
production (M)	Apr. 12 1973
production, quarterly analysis (Q)	Feb. 22 1973
Motor industry:	
car and commercial vehicle production (M)	May 3 1973
estimated figures	Mar. 22 1973
motor trade turnover (M)	Feb. 15 1973
Office development permits (Q)	Mar. 15 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	This week
ECGD business (Q)	Mar. 1 1973
unit value and volume index numbers (M)	Apr. 19 1973
value (M)	Apr. 26 1973
value, analysis of trends (Q)	Mar. 22 1973
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	May 3 1973
Retail trades:	
sales (M)	This week
sales, N. Ireland (M)	May 3 1973
stocks (M)	Apr. 12 1973
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	Mar. 22 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Apr. 5 1973
retail (M)	Apr. 12 1973
Television, overseas payments and earnings (A)	Aug. 5 1971
Textiles:	
activity in the industry (Q)	Apr. 5 1973
carpet sales	Apr. 26 1973
cotton industry production (M)	Apr. 5 1973
hosiery production (M)	This week
made-up clothing, orders and deliveries (M)	Apr. 5 1973
orders and deliveries (M)	This week
wholesale houses' sales (M)	Apr. 26 1973
wool exports (Q)	Mar. 8 1973
wool output (M)	This week
Tourism:	
foreign visitor arrivals (M)	Feb. 22 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	Apr. 19 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Apr. 12 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	Mar. 29 1973
ECGD local offices	Apr. 26 1973
Guide to DTI	Dec. 28 1972
Official Receivers' offices	May 20 1970
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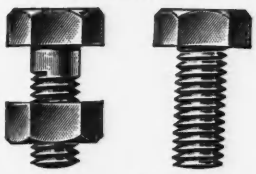

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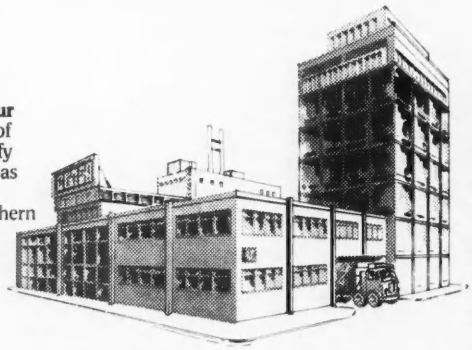

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